



STATE OF IOWA
MASTER AGREEMENT

MA# 005 CTITQ0088 1

EFFECTIVE BEGIN DATE: 03-01-2007
EXPIRATION DATE: 02-29-2012
PAGE: 1 of 4

BUYER : ASHLEY SUPER
ashley.super@iowa.gov
515-281-7073

FOB

PAYMENT TERMS (%): DAYS:

VENDOR:

Rose International Inc
16401 Swingley Ridge Rd

Chesterfield, MO 63017
USA

VENDOR CONTACT:

GULAB BHATIA
PHONE: 636-532-3126 EXT:
EMAIL:
VENDOR #: 43163447000

DESCRIPTION OF ITEMS CONTRACTED

CONSULTING, IT

SEE ATTACHED DOCUMENTS

Contract to furnish IT consulting and staff augmentation pursuant to the specifications, terms and conditions of sealed bid #BD80200S102 on file with the Department Of Administrative Services, GSE Purchasing Division, Hoover Building, Level A, Des Moines, Iowa 50319-0105.

For complete instructions on how to use this contract, see the attached file regarding rules or contact The Department of Administrative Services, General Services Enterprise.

This contract is for ITQ service category 2 only, Project Management.

Contact:

John Truesdell
ph: 888-443-7673
fax: 573-659-8124
Email: Jtruesdell@roseint.com

PCQT# _____

Rating: 8.98

RENEWAL PERIODS

FROM 03-01-2012 TO 02-28-2014

FROM 03-01-2014 TO 02-29-2016

THRESHOLDS

MINIMUM ORDER AMOUNT:

MAXIMUM ORDER AMOUNT:

NOT TO EXCEED AMOUNT:

AUTHORIZED DEPARTMENT

ALL

SUB Political Sub-divisions

TOTAL \$0.00

VENDOR: _____

APPROVED BY: _____

THIS MA IS SUBJECT TO THE TERMS AND
CONDITIONS ATTACHED HERETO.
PLEASE SEE ATTACHMENTS FOR
FURTHER DESCRIPTIONS.



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
1	0.00000		91829	\$0.000000
			Computer Software Consulting	\$0.000000
			Contract to furnish IT consulting and staff augmentation pursuant to the specifications, terms and conditions of sealed bid #BD80200S102 on file with the Department Of Administrative Services, GSE Purchasing Division, Hoover Building, Level A, Des Moines, Iowa 50319-0105.	
			For complete instructions on how to use this contract, see the attached file regarding rules or contact The Department of Administrative Services, General Services Enterprise.	
			This contract is for ITQ service category 2 only, Project Management.	
			Contact:	
			John Truesdell	
			ph: 888-443-7673	
			fax: 573-659-8124	
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TERMS AND CONDITIONS

Incorporation

The Request for Proposal and/or bid documents for this project and the vendor's proposal in response to the RFP or Bid together with any clarifications, attachments, appendices, or amendments of the State or the Vendor are incorporated into this Contract by reference as if fully set forth in this Contract.

Remedies upon Default

In any case where the vendor has failed to deliver or has delivered non-conforming goods and/or services, the State shall provide a cure notice. The notice to cure shall state the maximum length of time the vendor has to cure. If after the time period stated in the notice to cure has passed, the vendor continues to be in default, the State may procure goods and/or services in substitution from another source and charge the difference between the contracted price and the market price to the defaulting vendor. The State's Attorney General shall be requested to make collection from the defaulting vendor.

Force Majeure

Force majeure includes acts of God, war, civil disturbance and any other causes which are beyond the control and anticipation of the party affected and which, by the exercise of reasonable diligence, the party was unable to anticipate or prevent. These provisions of force majeure also apply to subcontractors or suppliers of the Vendor. Force majeure does not include financial difficulties of the Vendor or any associated company of the Vendor, or claims or court orders that restrict the Vendor's ability to deliver the goods or services contemplated by this Agreement. Neither the Vendor nor the State shall be liable to the other for any delay or failure of performance of this Agreement caused by a force majeure, and not as a result of the fault or negligence of a party.

Subcontractors

The successful vendor shall be responsible for all acts and performance of any subcontractor or secondary supplier that the successful vendor may engage for the completion of any contract with the State. A delay that results from a subcontractor's conduct, negligence or failure to perform shall not exempt the vendor from default remedies. The successful vendor shall be responsible for payment to all subcontractors and all other third parties.

Termination-Non-Appropriation

Notwithstanding any other provision of this contract, if funds anticipated for the continued fulfillment of this contract are at any time not forthcoming or insufficient, either through the failure of the State to appropriate funds, discontinuance or material alteration of the program for which funds were provided, then the State shall have the right to terminate this contract without penalty by giving not less than thirty (30) days written notice documenting the lack of funding, discontinuance or program alteration.

Immunity of State/Fed Agencies

The vendor shall defend and hold harmless the State and Federal funding source for the State of Iowa from liability arising from the vendor's performance of this contract and the vendor's activities with subcontracted and all other third parties.

Assignment

Vendors may not assign contracts or purchase orders to any party (including financial institutions) without written permission of the General Services Enterprise - Purchasing.

Anti-Trust Assignment

For good cause and as consideration for executing this purchase order, the vendor, through its duly authorized agent, conveys, sells, assigns, and transfers to the State of Iowa all rights, title and interest in and to all causes of action it may now or hereafter acquire under the anti-trust laws of the United States and the State of Iowa, relating to the particular goods or services purchased or acquired by the State of Iowa pursuant to the using State of Iowa agency.

Delivery and Acceptance

When an award has been made to a vendor and the purchase order issued, deliveries are to be made in the following manner.

A. Deliveries - All deliveries are to be made only to the point specified on the purchase order. If delivery is made to any other point, it shall be the responsibility of the vendor to promptly reship to the correct location. Failure to deliver procured goods on time may result in cancellation of an order or termination of a contract at the option of the State.

B. Delivery Charges - All delivery charges should be to the account of the vendor whenever possible. If not, all delivery charges should be prepaid by vendor and added to the invoice.

C. Notice of Rejection - The nature of any rejections of a shipment, based on apparent deficiencies disclosed by ordinary methods of inspection, will be given by the receiving agency to the vendor and carrier within a reasonable time after delivery of the item, with a copy of this notice to the General Services Enterprise - Purchasing. Notice of latent deficiencies which would make items unsatisfactory for the purpose intended may be given by the State of Iowa at any time after acceptance.

Delivery and Acceptance (cont)

D. Disposition of Rejected item - The vendor must remove at the vendor's expense any item rejected by the State. If the vendor fails to remove that rejected item, the State may dispose of the item by offering the same for sale, deduct any accrued expense and remit the balance to the vendor.

E. Testing After Delivery - Laboratory analysis of an item or other means of testing may be required after delivery. In such cases, vendors will be notified in writing that a special test is being made and that payment will be withheld until completion of the testing process.

Title to Goods

The vendor warrants that the goods purchased hereunder are free from all liens, claims or encumbrances.

Indemnification

To the extent that goods are not manufactured in accordance with the State's design, the vendor shall defend, indemnify and hold harmless the State of Iowa, the State's assignees, and other users of the goods from and against any claim of infringement of any Letter Patent, Trade Names, Trademark, Copyright or Trade Secrets by reason of sale or use of any articles purchased hereunder. The State shall promptly notify the vendor of any such claim.

Nondiscrimination

The vendor is subject to and must comply with all federal and state requirements concerning fair employment and will not discriminate between or among them by reason of race, color, religion, sex, national origin or physical handicap.

Warranty

The vendor expressly warrants that all goods supplied shall be merchantable in accordance with the Uniform Commercial Code, Section 2-314 and the Iowa Code, Section 554.2314.

Taxes



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The State of Iowa is exempt from the payment of Iowa sales tax, motor vehicle fuel tax and any other Iowa tax that may be applied to a specified commodity and/or service. Contractors performing construction activities are required to pay state sales tax on the cost of materials. The Iowa Department of Revenue exemption letter will be furnished to a vendor upon request.

Hazardous Material

All packaging, transportation, and handling of hazardous materials shall be in accordance with applicable federal and state regulations including, but not limited to, the Material Safety Data Sheet provision of O.S.H.A. Hazard Communication Standard 29CFR 1910.1200, and Iowa Administrative Code, Chapter 567.

Public Records

The laws of the State of Iowa require procurement records to be made public unless exempted by the Code of Iowa.

Miscellaneous

The terms and provisions of this contract shall be construed in accordance with the laws of the State of Iowa. Any and all litigation or actions commenced in connection with this contract shall be brought in Des Moines, Iowa, in Polk County District Court for the State of Iowa. If however, jurisdiction is not proper in Polk County District Court, the action shall only be brought in the United States District Court for the Southern District of Iowa, Central Division, providing that jurisdiction is proper in that forum. This provision shall not be construed as waiving any immunity to suit or liability, which may be available to the State of Iowa.

If any provision of this contract is held to be invalid or unenforceable, the remainder shall be valid and enforceable.

Records Retention

The vendor shall maintain books, records, and documents which sufficiently and properly document and calculate all charges billed to the State of Iowa throughout the term of this Agreement for a period of at least five (5) years following the date of final payment or completion of any required audit, whichever is later. The vendor shall at, no charge, permit the Auditor of the State of Iowa, or any authorized representative of the State (or where federal funds are involved, the Comptroller General of the United States or any other authorized representative of the United States government) to access and examine, audit, excerpt and transcribe any directly pertinent books, documents, papers, electronic or optically stored and created records, or other records of the vendor relating to orders, invoices, or payments documentation or materials pertaining to this Agreement.

Independent Contractor

The vendor is an independent contractor performing services for the State of Iowa, and as such shall not hold itself out as an employee or agent of the State.

Performance Monitoring

For all service contracts, the requirements of Iowa Code sections 8.47 shall be incorporated into final terms and conditions of the contract.

Confidentiality

Each party may have access to confidential information of the other party to the extent necessary to carry out their responsibilities under the Agreement and Software License Agreement. Such confidential information shall, at all times, remain the property of the party disclosing the confidential information. Each party shall preserve the confidentiality of the confidential information disclosed or furnished by the other party, and shall maintain procedures for safeguarding such confidential information. Each party shall accept responsibility for providing adequate supervision and training to its agents, employees and any approved contractors and subcontractors to ensure compliance with the terms of this Agreement.

Works Made for Hire

All information, reports, studies, flow charts, diagrams, and other tangible and intangible material of any nature, whatsoever, produced by the vendor for delivery to the State during the course of this engagement and all copies of any of the foregoing shall be the sole and exclusive property of the State, and all such material and all copies shall be deemed "works made for hire" of which the State shall be deemed the author.

To the extent that the materials are not deemed "works made for hire", the vendor hereby irrevocably grants, assigns, transfers, and sets over to the State all legal and equitable right, title, and interest of any kind, nature or description in and to the materials and the vendor shall be entitled to make absolutely no use of any of the materials except as may be expressly permitted in this Agreement.

Vendor's Property

Notwithstanding provisions of "works made for hire", the vendor shall own all of its pre-existing methods, techniques, and processes, including software and documentation, that it brings to this engagement and shall own all enhancements to these methods, techniques and processes, including software and documentation, that are developed during the course of this engagement ("Vendor's Property") and (b) the vendor shall have the right to retain copies of all materials referred to in "works made for hire" in its files evidencing its services for the Information Technology Enterprise. The vendor agrees to grant the State/ITE a royalty-free, nonexclusive, nontransferable license to use, duplicate and disclose the Vendor's Property for the purposes contemplated by this Agreement.



Pre Qualification Proposal in Response to
INVITATION TO QUALIFY
FOR
Information Technology Consulting Services
And IT Staff Augmentations
Category: Project Management

#BD80200S102, Version 1.0

State of Iowa

Department OF General Services



April 15, 2005

Person Authorized

To Sign Quote: _____

Date: _____

John Truesdell

Vice President-State&Local Government

Address:

217 Oscar Drive, Suites B, C & D
Jefferson City, MO 65101
Phone: (573) 659-8676, (888) 443-
ROSE (7673)
Fax: (573) 659-8124

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April 15, 2005

To,
Ashley Super, Purchasing Agent III
Iowa Department of General Services (DGS)
Hoover STATE Office Building - Level A
Des Moines, IA 50319-0105
Phone: 515-281-7073, Fax: 515-242-5974
E-mail: Ashley.Super@dgs.STATE.ia.us

Dear Ms. Super,

It is our pleasure to respond to the **State of Iowa, Department of General Services, ITQ- # BD80200S102 (Category: Project Management)** for the purpose of selecting contractors/vendors.

Rose International is a premier IT Services Company with outstanding capabilities. Our minority and small business accreditations bring a diverse background and creative solutions. Our company has obtained a large resource pool of experts that possess the skills needed to successfully complete your projects and meet your contingency workforce needs. We will demonstrate that our organization brings value, quality processes and diversity at a competitive price.

Thank you in advance for considering our proposal. If you have any questions about the enclosed information please do not hesitate to contact me at Phone: (573) 659-8676, (888) 443-ROSE (7673).

Sincerely,

John Truesdell
Email: jtruesdell@roseint.com
Vice President-State&Local Government
Rose International



People Making IT Happen

2 REQUIRED Qualification Information

2.1 Non-Collusion Statement

NON-COLLUSION AFFIDAVIT

I, the undersigned, am the person responsible for the preparation of and cost data contained in this response submitted to the STATE in response to this ITQ and certify that:

Cost data has been arrived at independently and without consultation with any other party.

No information regarding this response content has been disclosed to any other party that may be or may potentially be responding to the ITQ with a response.

No attempt has been made to induce or to refrain any other party in responding to this ITQ or to influence the content of their response.

This response and subsequent proposal(s) submitted by my firm to Invitation To Qualify(ITQ)'s referring to this ITQ is made / will be made in good faith and not pursuant to any discussions / agreement with any other party.

My firm and its affiliates, subsidiaries, officers, directors and employees are not currently under investigation or been convicted for any act prohibited by federal law involving conspiracy or collusion with respect to bidding on public ITQ and related POs, except as follows:

I understand that any miss-statement in this affidavit is and shall be treated as fraudulent concealment from the STATE of the true facts relating to the response submission for this ITQ.

Name: John Truesdell, Position: Vice President (State and Local Government)

SIGNATURE: _____ Date: _____

Representing COMPANY NAME: Rose International

SWORN TO AND SUBSCRIBED BEFORE ME THIS DAY 15th April OF 2005.

NOTARY PUBLIC _____ my commission expires: _____

2.2 Mandatory Agreement Questionnaire

MANDATORY AGREEMENT QUESTIONNAIRE

This section consists of a series of questions that must be answered to the affirmative prior to proceeding with development of your response. It confirms your understanding of and agreement to our requirements for submitting a response. Negative responses will disqualify you. Please insert a copy of your answers inside each of your responses.

1. Do you agree that the contents of your proposal(s) will become part of any resulting ITQ and related POs and can not be held confidential? YES ☒ NO ☐
2. Do you agree to submit one original of your proposal, together with two (2) copies and an electronic soft copy on diskette? YES ☒ NO ☐
3. Will you include at least three (3) client references and agree you must attain acceptable scores from references for each service category you are attempting to qualify for? YES ☒ NO ☐
4. Do you agree that you must maintain an acceptable rating by each agency you do work for in order to remain pre-qualified for each service category? YES ☒ NO ☐
5. Do you agree to abide by agency specific requirements as outlined in section 1-25? YES ☒ NO ☐
6. Do you agree that your response will remain valid for at least 120 business days and duration of ITQ and related POs? YES ☒ NO ☐
7. Are you a TSB or do you currently have or have had a contracting role in three (3) projects for each of the categories you are attempting to qualify for? YES ☒ NO ☐
8. Do you agree that if the STATE finds any part of your response to be false, you will be placed on temporary suspension from doing business with the STATE? YES ☒ NO ☐
9. Do you accept the requirements stated in sections 1-19 and 1-21? YES ☒ NO ☐
10. Will you provide all documents of proof of insurance as required by this ITQ and any related POs? YES ☒ NO ☐
11. Are you aware that the STATE will conduct any and all background checks it deems necessary? YES ☒ NO ☐

SUBMIT COMPLETED COPY INSIDE YOUR RESPONSE.

COMPLETED BY _____

2.3 Lobbying Certification

LOBBYING CERTIFICATION FORM

FOR ITQ AND RELATED POSS, GRANTS, LOANS, AND COOPERATIVE AGREEMENTS

The undersigned certifies, to the best of her or his knowledge and belief, that

No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress in connection with the awarding of any federal contract or agreement, or the making of any federal grant, loan, or co-operative agreement.

If any funds other than federal appropriated funds have been paid to any person for influencing or attempting to influence the making of federal contracts or federal grants, loans, co-operative agreements, the undersigned will submit full disclosure of lobbying activities showing all details and supporting documents.

The undersigned will require any or all subcontractors to submit a separate lobbying certification and disclosure accordingly.

SIGNATURE: _____ TITLE: Vice President (State and Local Government)

COMPANY NAME: Rose International DATE: April 15, 2005

2.4 List of Clients/Survey Recipients

Missouri State Highway Patrol – DWI Tracking System

Mr. Clifford R. Gronauer, CIO
Chief Information Officer
Information Systems Division
Missouri State Highway Patrol
1510 East Elm Street
Jefferson City, MO 65102
(573) 526-6200
Clifford.gronauer@mshp.dsp.mo.gov

MAXMIUS – Voter Registration System

Mr. Curtis Nelson
ERP Solutions
Maximus
3130 Kilgore Road
Suite 400
Rancho Cordova, CA 95679
(916) 669-3720 ext. 4088
curtisnelson@maximus.com

Missouri Department of Health – MOHSAIC project

Mr. Gail Binkley
Missouri Department of Health
Integrated Development Supervisor
920 Wildwood Drive
Jefferson City, MO 65109
(573) 751-6171
binklg@dhss.state.mo.us

REFERENCE SURVEY FORM - section one

(To be completed by SP providing proposal)

SP Name: Rose International

Referring Client Name: Missouri State Highway Patrol

ITQ Service category: Project Management

Give name and description of the project you want client to provide the STATE of Iowa a performance rating on per section two.

DWI Tracking System

Start date of project: October, 2002

End date: June, 2005

Give brief description of Project Scope:

The Missouri State Highway Patrol (MSHP), the chief law enforcement agency I the State, utilized three labor-intensive legacy systems in their continuing mission of improving highway traffic and public safety. Rose International had the responsibility of reengineering these systems into a single, state-of-the-art and responsive DWI Tracking system.

Rose International utilized 'COMPASS' our development methodology based on Rapid Application Development (RAD) to complete the web enabled DWI Tracking system. The Rose development team researched the MSHP environment collecting extensive business requirements utilizing Joint Application Development (JAD) techniques. The development of business use cases required sessions with over 15 state agencies, county law enforcement agencies, municipal and county courts and prosecuting attorneys. This effort resulted in well-documented business requirements approved by all the Law Enforcement and Criminal Justice stakeholders.

The Rose International project team developed a comprehensive project implementation plan with specific deadlines and covering all aspects of the life cycle to include design, construction, conversion, testing, integration and just-in-time training. MS Project 2000 was used to track all project milestones. PMI Project management principles were used to manage and execute the project. Proper planning and execution coupled with the flexibility of the development architecture enable Rose to meet or beat all prescribed deadlines. Independent project oversight stated that the DWI Tracking project was one of, if not the best, developed projects in the State.

The Rose staff implemented a 3-tiered WebSphere application architecture that met all for the business requirements. This solution utilized J2EE methodologies with DB2 used as the database for the system. IBM Tivoli Access Manager with an LDAP database was used for

authentication and security for the system. The DWI Tracking system was required to pull data from multiple sources including Highway Patrol and Missouri Department of Transportation. A Message Driven interface was developed using Java Message Driven Beans to transfer data between databases. ; The entire system was developed and put into production on a Red Hat Linux Enterprise server.

Rose International was able to pull together the various stakeholders to create a robust and user friendly system. With the DWI Tracking system in place the Justice Department and law enforcement agencies have reduced the time for an offender's Driving Under the influence conviction record to be shared across the Justice group. Where it used to take approximately 2 weeks for a law enforcement office to know if an individual had a DWI conviction, it now takes less than 24 hours to immediately notify the officer. This system is taking non-responsible and unsafe drivers off the highways of Missouri. Outside organizations such as 'MADD' had input into the building of the system and are pleased with the results.

"In the past two years of implementing Missouri's independent project oversight program, the DWI Tracking project is regarded as one of the best run software engineering projects of its kind. " Douglas Less, DWITS Project Oversight Manager, Ciber, Inc.



THE REMAINING 2 SECTIONS TO BE COMPLETED INDEPENDENTLY BY THE CLIENT.
The fully completed survey shall be SENT DIRECTLY TO THE ISSUING OFFICER OF THE
Invitation to Qualify FOR THE STATE OF IOWA 'S IT CONSULTING SERVICE ITQ AND RELATED
POS.

2.4 List of Clients/Survey Recipients

REFERENCE SURVEY FORM - section one

(To be completed by SP providing proposal)

SP Name: Rose International

Referring Client Name: Maximus

ITQ Service category: Project Management

Give name and description of the project you want client to provide the STATE of Iowa a performance rating on per section two.

Voter Registration

Start date of project: April, 2004 End date: Present

Give brief description of Project Scope:

Rose International is participating in the development and deployment of a centralized statewide voter registration and election management system for all 116 election authorities and the Missouri Secretary of State. This system will be capable of replacing all existing election management and voter registration functions with equal or better functionality.

The system includes a centrally administered HAVA compliant database that contains the name and registration information of every legally registered voter in the state. The HAVA compliant system will be maintained and administered by the Secretary of State.

Maintenance mechanisms will be in place to enable elections authorities to remove voters from the list under the HAVA Act 2002 guidelines and allows them to keep and report voter activity and history. The name of each registered voter appears on the computerized list and ensures that only voters who are not eligible to vote are removed. Duplicate voter records are identified on a real time, interactive basis.

The system provides for the daily extraction from other agency databases of the required data for online access. Online access is needed by system users for verification of the accuracy of the information on the voter registration (social security number, driver's license number, name, address and phone number – if provided) and to obtain incarceration and death notification from the appropriate agencies.

The Project Management activities for this full life cycle engagement is about balancing competitive objectives, managing risks and overcoming constraints in an effort to successfully deliver a HAVA compliant and user friendly product, and doing so with limited resources, limited time and while providing the requisite quality. All of this results in a product that meets, (or oftentimes, exceeds), the needs of various project stakeholders. Prioritizing Project objectives ensures important details are dealt with first and completed as mutually planned by client and Rose International. Every project in the organization is assigned certain priority. Higher Productivity: Through efficient resource planning and allocation, we ensure optimal resource utilization for our clients.

Rose is focused on providing quality throughout the execution of this engagement. Our Project Management Office and assigned Project Manager play a key role in monitoring and introducing best practices across industries and technologies. Rose regularly benchmarks our practices and methodologies, and evolves our best practices as a part of the execution of every project using one of our methodologies. Strategic and Tactical investments are made by Rose to continuously improve quality, cost, and performance. Rose has invested in strategic partnerships and business alliances to facilitate service delivery by practice area. Rose expert groups regularly contribute to improving our standards and methods, and we often invest in development of our own proprietary tools to embody quality.



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2.4 List of Clients/Survey Recipients

REFERENCE SURVEY FORM - section one

(To be completed by SP providing proposal)

SP Name: Rose International

Referring Client Name: Missouri Department of Health

ITQ Service category: Project Management

Give name and description of the project you want client to provide the STATE of Iowa a performance rating on per section two.

Service Coordination Project

Start date of project: January 1998 End date: Present

Give brief description of Project Scope:

Rose International provided project management for multiple Department of Health and Senior Services (DHSS) projects.

Project Scope Management was achieved through the use of signed agreements between the development team and the primary users of the new application. These documents insured that all project participants understood what deliverables the project would produce, both tangible and intangible. The tangible project deliverables were documented through the use of prototypes. These allowed the user community to visualize the look and feel of the new application. The user community reviewed the prototypes and approved, or "Gold Certified" the prototypes, before they were released to the development team.

The intangibles were controlled primarily through the use of two documents, the Benefits Statement and the Critical Success Factors. These two documents listed the expectations placed on the new application from all layers of the user organization.

Changes to project deliverables, both tangible and intangible, were controlled through a Change Control process. Suggested changes were evaluated for priority and impact, and then either incorporated into the project or placed on the project's Known Defect List to be addressed.

The efficient use of manpower was achieved primarily through the systematic coordination and scheduling of resources with specialized skills and through the use of documentation to capture and record the results. This allowed skilled resources to be brought onto the project at appropriate times and to insure that their contributions to the project were recorded.

Project quality management was achieved through the use of multi-layered project certifications. These certification reviews insured adherence to shop programming standards, provided for the review and approval of all deliverables by the user community and proved that shop performance standards were met.

The above methodology was used in the Service Coordination project for the Missouri Department of Health. The Department of Health has 16 core business areas that include intake processing, eligibility determination, encounter management, claims adjudication, billing, and provider management that did not meet the provisions of the Health Insurance Portability and Accountability Act (HIPAA). The current mainframe and client server legacy application did not facilitate the information sharing across organizational boundaries and/or functional areas. By developing the Rose Electronic Medical Records (EMR) solution as a web-based .Net application, the Missouri Department of Health will meet HIPAA requirements while at the same time providing their statewide network of care providers with unprecedented access to client information all within a secured HIPAA-compliant application.

Rose uses the "ROADMAP" component of our 'COMPASS' methodology and employs Rapid Application Development (RAD) concepts in developing a prototype to concretely define and validate the user interface. Both the Graphical User Interface (GUI) of the real-time system and the report layouts of the data warehouse and batch systems are included in the prototype. The ability to reuse the prototype as the actual GUI interface is a feature of the .NET framework and greatly increases the value of the prototype for the customer. In 'ROADMAP', the prototype is approved by the user and put under change control. Once under change control, it then takes an agreement between the Project Sponsor and the Project Manager to make changes to the prototype.

The "ROADMAP" prototype becomes part of the programming specifications, and Functional Test and Regression Test and the System Documentation Manual. Other RAD concepts, such as incremental improvements and development, are also embodied in the "COMPASS"; change control process. "COMPASS" supports an iterative approach, and as new iterations are started, changes and enhancements to previous iteration products are incorporated into the work of the new iteration. This concept gets working code into the hands of the client sooner, and then provides an orderly, controlled process to refine that code.



THE REMAINING 2 SECTIONS TO BE COMPLETED INDEPENDENTLY BY THE CLIENT.
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POS.

CLIENT REFERENCE SURVEY FORM - section two

PERFORMANCE RATING

(To be completed by referring client)

The purpose of the client reference survey below is to provide a performance rating of the Service Provider (SP), Rose International relative to their performance for the project identified in section one. The rating will be used by the STATE of Iowa to determine service qualifications for the SP, Rose International who is using your company as a client reference. When answering, consider only the intended service category indicated in section one. ALL QUESTIONS MUST BE ANSWERED WITH A RATING or Rose International will get a zero score for that question. Use additional sheets if necessary for any comments.

- 1) How would you rate Rose International (SP's) philosophy and attitude toward your company as a client? *Circle one:*

(Lowest) 1 2 3 4 5 6 7 8 9 10 (highest)

Comments: _____

- 2) How would you rate Rose International (SP's) performance on your specific project, relative to understanding your business practices and standards? *Circle one:*

(Lowest) 1 2 3 4 5 6 7 8 9 10 (highest)

Comments: _____

- 3) How would you rate Rose International (SP's) performance in the use of advanced technology and adherence to your IT architecture standards and practices on your specific project? *Circle one:*

(Lowest) 1 2 3 4 5 6 7 8 9 10 (highest)

Comments: _____

Continued

4) How would you rate Rose International (SP's) performance on the services and deliverables required for your specific project? *Circle one:*

(Lowest) 1 2 3 4 5 6 7 8 9 10 (highest)

Comments: _____

5) How would you rate Rose International (SP's) estimating and actual performance on the budgeting aspects of your specific project? *Circle one:*

(Lowest) 1 2 3 4 5 6 7 8 9 10 (highest)

Comments: _____

6) Rate Rose International (SP's) estimating and performance on the scheduling aspects. *Circle one:*

(Lowest) 1 2 3 4 5 6 7 8 9 10 (highest)

Comments: _____

7) Rate Rose International (SP) on providing adequate trained and skilled staffing. *Circle one:*

(Lowest) 1 2 3 4 5 6 7 8 9 10 (highest)

Comments: _____

8) How would you rate Rose International (SP's) overall performance on your project? *Circle one:*

(Lowest) 1 2 3 4 5 6 7 8 9 10 (highest)

Comments: _____

CLIENT GO ON TO SECTION THREE

CLIENT REFERENCE SURVEY FORM - section three

Client Verification and Signature

Do you agree with the project name, dates and description as provided by Rose International (SP) in section one? YES _____ NO _____

Have you completed this survey independently without influence by Rose International (SP)??
YES _____ NO _____

The individual completing the Client Reference Performance Survey in section two must sign with an original signature below. The State of Iowa and Rose International (SP) agree not to hold the undersigned liable for any damages arising from your survey answers. The State further releases you from any and all responsibility for decisions which the STATE may make based on responses to this survey, unless there is clear evidence of collusion, conflict of interests, or neglect in avoiding undue influence on your answers by the SP requesting this survey or by their agent.

Signature _____ Date: _____

Title: _____ Phone No. ____ (_____) _____

Email Address: _____

Company Name: _____

Full Mailing Address: _____

Return all three sections to:

Ashley Super, Purchasing Agent III.

ITQ Number: BD080200S102

On Behalf Of (SP's Name):

STATE of Iowa Department of General Services, Purchasing Division

Hoover STATE Office Building, Level A

Des Moines, IA 50319-0105

Submit original set and two copies. We regret we can not reimburse you for any expenses incurred in completing and sending this survey. Questions regarding the use of this form can be directed to the issuing officer above at phone number: 515-281-7073 or preferably by email at: Ashley.Super@dgs.STATE.ia.us

Thank you for your cooperation.

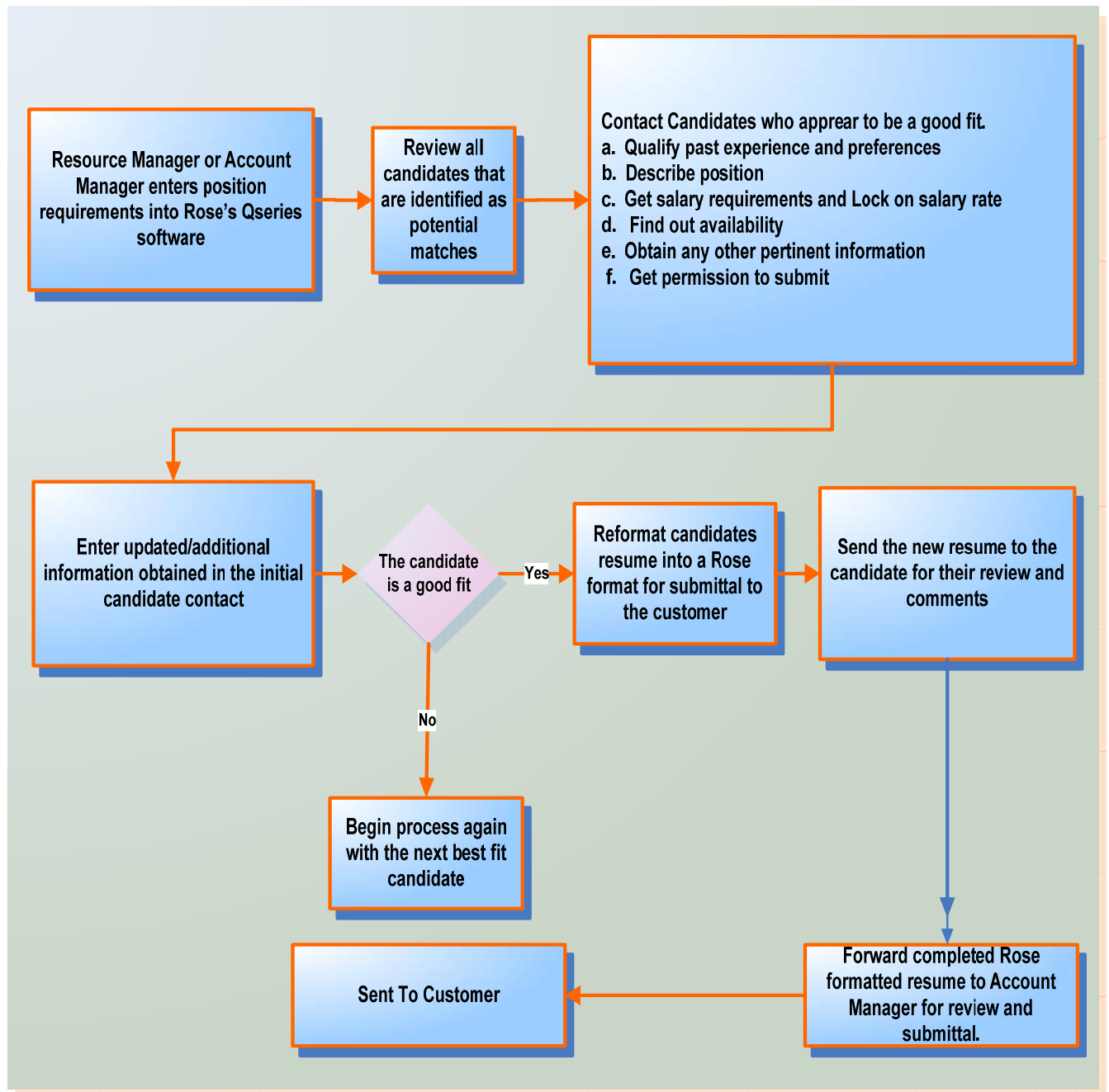
2.5 Professional/Technical Personnel Questionnaire

2.5.1 How do you intend to provide the resources required by this ITQ?

Rose International maintains a robust ability to staff professional and technical requirements, aided with our own global recruiting team, vendor management process, proprietary Qseries systems, and account teams. Rose has demonstrated time and again to Federal Government, State Government, Local Government, and Commercial customers, our ability to staff across a broad range of skills in a timely manner, ranging from Project Management, DB2, COBOL, Websphere, Networking, Java, SAP and Oracle Financials to name only a few. Rose has the expertise and experience to support resource requirements across all IT platforms and with most known methodologies. Rose continues to support major clients such as SBC, Maritz, MasterCard, Anheuser Busch, GMAC, the State of Missouri, the State of Illinois, the Federal Government, and others by providing temporary technical staffing solution across geographical regions. Specifically to the point of supporting Project Management resources, Rose has been a leader in the presentation of Project management principles, as well as dedicated in our development and support of project managers. Rose is a certified provider of PMI training and methodologies. We encourage continued education and development for project managers both to our customers as well as for our own company. An example of our ongoing efforts was most recently seen this last week as we received notification of three more of our project managers receiving the award of their PMP Certification. Our company methods and structure readily promote referrals and specifically encourage professional relationships that allow Rose to target strategic geographic areas for the approach to our employment opportunities from the best technical resources available. Our past experience, client base, and dramatic growth are standing evidence for our ability to provide resource solutions.

Rose has evolved its own Recruiting Model which is flexible and may be customized to meet the customer's needs. Rose has more than a decade of experience and understanding of the technical recruiting process. We meticulously monitor and provide suggestions for a smooth transition of requested resources.

Rose follows a very structured process to ensure that consultants have the technical skills mentioned on their resume. Our Recruiting Process results in a narrow list of qualified candidates that are sent to the customer for review. This process is described below:



Recruiting Process Flowchart

In addition to Rose's own recruiting methods, tools, staff, and procedures, should Rose determine that we have not provided the best value candidates or a listing of substantial choices of candidates to our customer, Rose will utilize the assistance of our preferred subcontract vendors. In order to ensure depth of expertise and ability to provide resources

to a multitude of geographic locations in a timely manner, Rose has strategically partnered with other resource vendors across the country. Our preferred subcontractor list enables Rose to have deep veins of resources available to meet our requirements. Each of these companies have been carefully selected, screened, and are continually examined for their abilities to provide resources, remain financially secure, and provide technically astute candidates in a timely and productive manner. Rose enlists strict contracts with these companies and monitors them to ensure that the candidates provided will meet or exceed our customer's expectations while safeguarding all essential business regulations and requirements.

2.5.2 Identify the SP contract administrator and describe the functions that person will perform.

A contract administrator will be assigned to ensure that customer satisfaction is being met and all required obligations are being fulfilled towards the effectiveness of individual projects. They are responsible for keeping communication open with the entire group of consultants and with the managers for the client to make sure that all expectations and requirements are being met. Upon award, the contract administrator is responsible for the following items:

- Establishing a briefing between the agency/entity and Rose to begin communications, identify participants, roles, responsibilities and expectations.
- Locate qualified candidates to be submitted to the requesting agency/entity for approval.
- Process all the necessary paper work, perform all the required security checks, (background checks, parking permits, badges, computer access etc) and educate them on any policies and procedures unique to Iowa that would be required to get them established on the project.
- Make the transition to the agency/entity in order to begin the project appropriately.

Rose's contract administrator will meet with the State of Iowa's representatives periodically to discuss project status, satisfaction, potential problems, and concerns. Any open issues and action items will be documented and addressed. Your Rose contract administrator and their supervisors are also available to meet upon your request.

2.5.3 Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects.

With our proprietary database of thousands of candidates and our proven methods for providing high-quality professional and technical contractors, we are confident from our past experience that we can supply candidates and support our customer's expectations. We currently provide on-site staffing services to our customers in over 30 states.

Rose is prepared to staff project teams or to augment technical staffing requirements to any number as needed and requested. As a result of our rapid growth over the last twelve years, we have taken to heart the lessons learned regarding project initiation and start-up, and the importance of quickly assimilating individuals into a Rose Project team well-versed in our methodologies and approaches. Rose continues to support major clients such as SBC, Maritz, MasterCard, Anheuser Busch, GMAC, the state of Missouri, the state of Illinois, the Federal Government, and others by providing temporary technical staffing solution across geographical regions. Rose has in-depth experience and expertise in filling requests for technical resources and providing exceptional customer service and value.

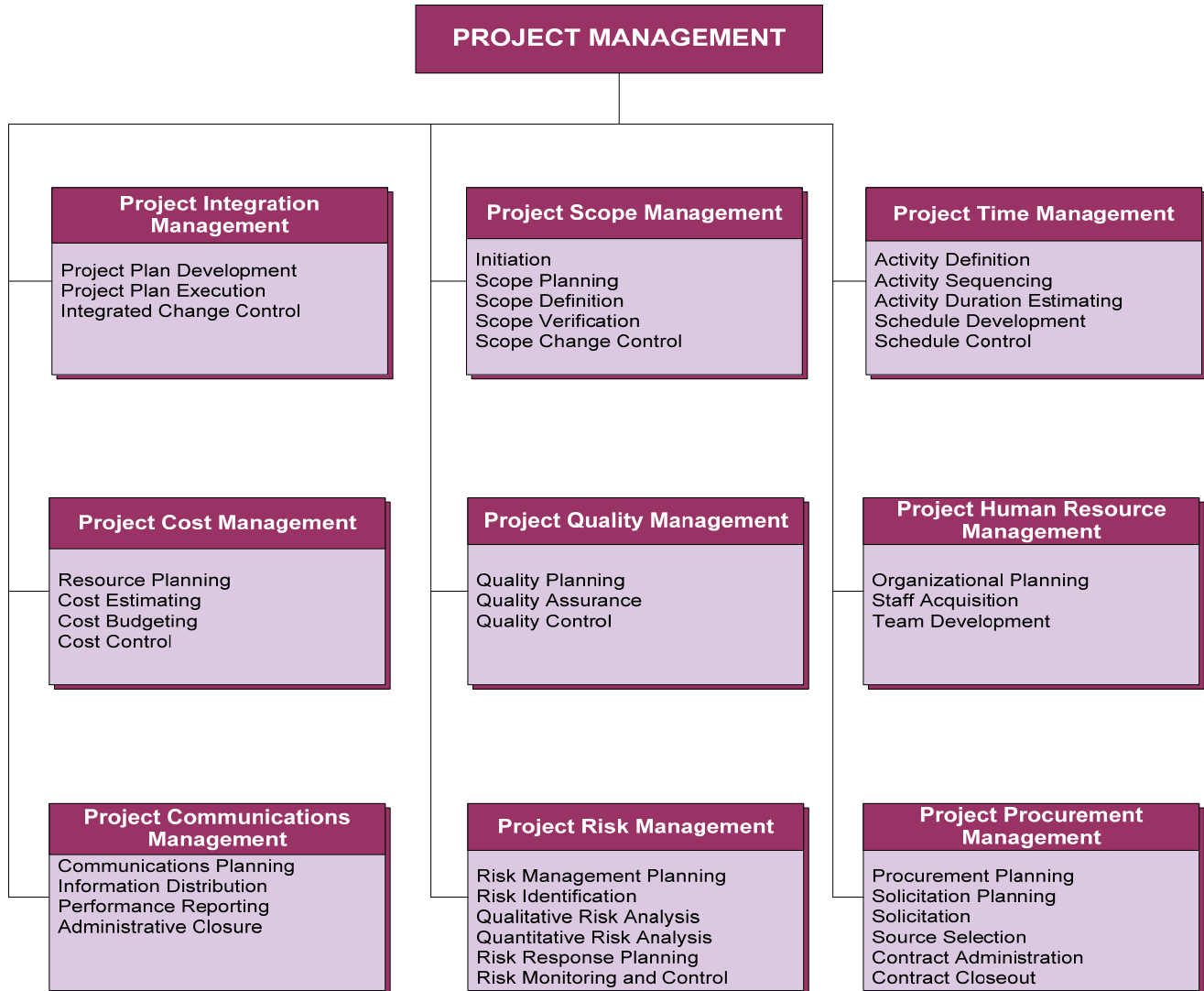
In addition to Rose's own recruiting methods, tools, staff, and procedures, should Rose determine that we have not provided the best value candidates or a substantial listing of candidate choices to our customer, Rose will utilize the assistance of our preferred subcontract vendors. In order to ensure depth of expertise and ability to provide resources to a multitude of geographic locations in a timely manner, Rose has strategically partnered with selected resource vendors across the country. Our preferred subcontractor list enables Rose to have deep veins of resources available to meet most any requirement. Each of these companies have been carefully selected, screened, and are continually examined for their abilities to provide resources, remain financially secure, and provide technically astute candidates in a timely and productive manner. Rose enlists strict contracts with these companies and monitors them to ensure that the candidates provided will meet or exceed our customer's expectations while safeguarding all essential business regulations and requirements. Candidates provided through our preferred subcontractors appear and operate under the same guidelines, rules, and regulations as all Rose employees. All additional associated efforts dealing with these subcontracted candidates is managed and controlled completely by Rose and will appear seamless to the customer.

Additional evidence and assurance to Rose's ability to provide in-depth resources to meet Iowa's requests can be found through our *Corporate Plus Certification. There are only 66 *Corporate Plus Certified Companies nationwide, of which Rose is one of the two technical solution provider companies listed. *Corporate Plus Certification identifies to the Fortune elite designated companies here within the United States that this company is a mature company with the proven methods, policies, standards, procedures, and past experience necessary to ensure that requirements can be provided in an adequate, consistent, and efficient manner.

2.5.4 Describe your company's ability to uniquely address problems and issues related to the service category.

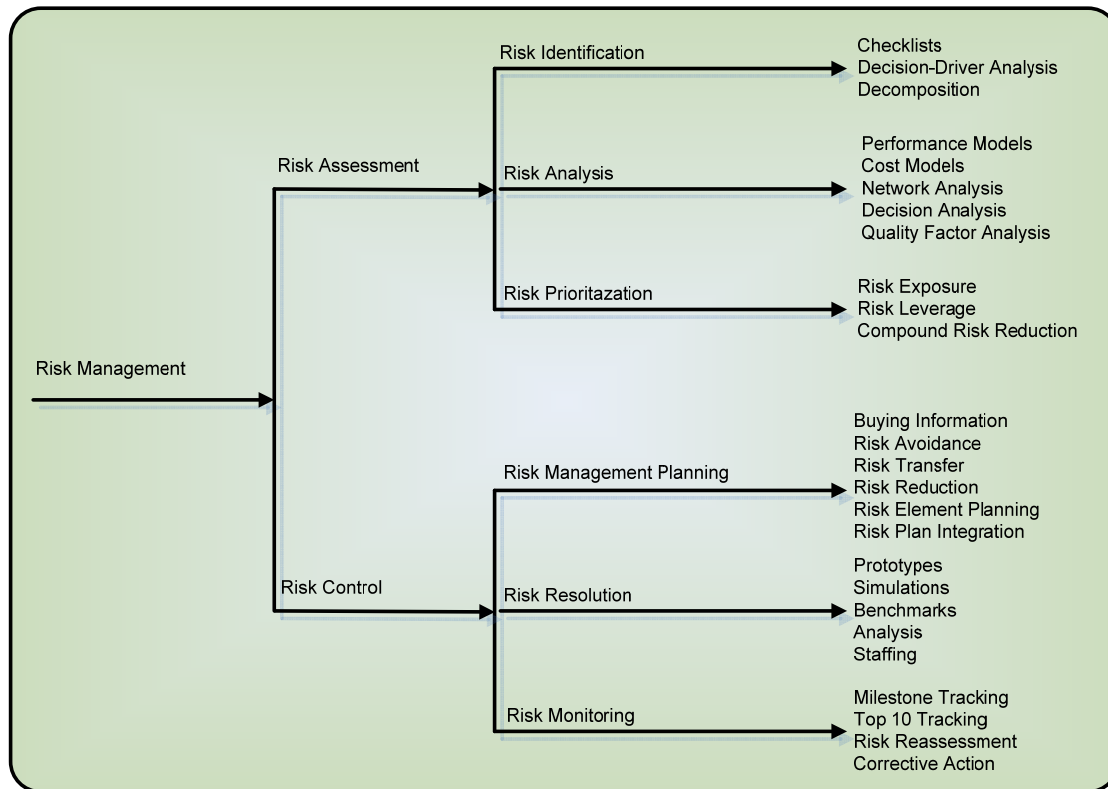
Rose is a Global Registered Education Provider (REP) of PMI (Project Management Institute) and follows the generic Project Management Methodology of PMI which allows them to address problems before they become issues. As is very well known, no two projects are alike, so Rose maintains the flexibility to tailor the PMI Methodology as per customer requirements to help circumvent problems. The Project Management knowledge that has been acquired by Rose because of its partnership with PMI, and due to the vast experience gained by successfully implementing various projects for Government and Commercial customers, gives us the confidence that we are able to identify problems and resolve them quickly.

Rose's software Project management process provides Project Managers and Project Leaders with a framework for managing a project from conception to completion. By following this methodology, problems can be addressed and resolved. It also helps them provide our customers and Rose Management with the required visibility into the processes being used, the timelines of the project, and the products being built. Rose Project Management Process accomplishes this by laying down a set of tasks for planning and execution of projects for our customers. All the processes of project management, as per PMI Methodology that Rose follows, are depicted in the diagram below:



Overview of 9 Project Management Knowledge Areas and Project Management Processes

Rose has developed and deployed risk management processes to address and mitigate problems and issues. Risk may be defined as any condition or event whose occurrence is not certain, but that can affect the outcome in an unfavorable manner if it occurs. Rose follows the following approach to risk management:



Risk Management Methodology

In addition to our proven methods, standards, and practices, Rose embraces customer service and satisfaction as the core of our business model. From the CEO down to our site managers, all Rose doors are open for communication with our customers. We contribute our substantial business growth to our unique ability to communicate openly and honestly about issues with our customers. Rose is a solution provider for end-to-end lifecycle technical systems and any part thereof. There is nothing easy in the delivery for any part of this cycle, yet Rose has had immense growth and success from our experience. We believe that our methods and practices safeguard and ensure that communication paths will remain open and that all participants will be timely informed throughout the project assignment. We believe that our passion to build lasting partnerships and strong relationships will facilitate a working atmosphere where we and our customers can readily enjoy a more open and honest environment.

2.5.5 Describe your company's practices in adopting client policies and methods.

Rose's contract administrator, Project Manager and team leaders will acquaint themselves with the customer's policies and methods during initial communication phase. All team members will be provided with copies or informed of these practices, policies and methods prior to the beginning of the project with access to them for later referral.

Rose's contract administrator and Project Manager will adopt the customer's guidelines to their standard quality control and surveillance plan to follow and maintain closely. They also collect regular feedback from the customer and conduct customer surveys on all the aspects of the project to enhance and align the quality and process as per customer's requirement. The ultimate objective of Rose will be 100 % adherence to customer's process and methods through out the life cycle of the project and make customer satisfied.

For the following questions indicate in each area the extent of knowledge and training your company would be able to offer and whether your company would be able to provide performance with or without guidance, or could teach others.

2.5.6 List each type/brand of operating system/communication system you are experienced within each category below and make comments:

a) Mainframes:

Rose International can provide complete lifecycle development solutions and end-to-end expertise for mainframe platforms. Rose currently employs a large number of consultants that have vast experience using, developing, and maintaining applications developed for the mainframe environment. Whether the development efforts consist of CICS, COBOL, Oracle, IDMS, DB2, VSAM, TSO, or ROSCOE, Rose consultants provide ingenious solutions and technical recommendations that will help keep mainframe applications running smoothly. Various companies throughout the country have benefited from the expertise and commitment that comes with Rose International. Our high quality consultants uniquely possess vast, in-depth experience and knowledge of mainframe systems, and could perform without guidance and could teach others.

Rose has been awarded numerous contracts through State and Federal Government entities that facilitated training, mentoring, support, development solutions, architecture, infrastructure, security, Project Management, and Oversight in a vast variety of Mainframe platform services and methodologies. In addition to this, Rose has provided experience and expertise in solutions and services to some of the worlds most prestigious commercial business entities. Examples of this can be seen in the performance tuning of databases for entities such as the State of Missouri and USDA. Specifically in the state of Missouri, across varied agencies, Rose has provided data analysis, database mentoring, training, and performance tuning in data structures such

as DB2, Oracle, Informix, IDMS, IMS, DL1, and VSAM. Rose has provided complete lifecycle development solutions as well as specific tasks development across most of the known mainframe productivity tools and development methodologies. Rose continues to invest in the support of mainframe systems by encouraging the growth of our Project managers, System and Business Analysts, developers, and DBA's in the pursuit of knowledge on this platform. Rose is an IBM Solution Partner, an IBM product reseller, an Oracle reseller, and has vast resources available to provide expert knowledge and support to almost every application for this platform.

b) Midrange/Minicomputers:

Rose International has unique experience and expertise supplying development, architecture, and support solutions for midrange computer systems. Rose's consulting staff can provide services that range from RS/6000 machines operating AIX to AS/400 machines running OS/400. We currently provide development solutions for a variety of midrange platforms throughout the country. Rose's experienced staffs provide creative solutions by installing software, managing performance, and developing various applications and scripts as needed. Our team is a full-service Information Technology Consulting firm that can support all of your company's midrange technical needs without guidance and could teach and mentor others.

For state and federal government customers, Rose has provided support in all aspects of this platform. We have developed, and implemented new systems and enhanced existing ones. We have supported the architecture, infrastructure and networking of all makes of computing machines, security, and support equipment operating on this platform. We have developed in all operating systems and with most development languages available to this platform. Be it from the old Sys36/38 to AS400, to Unix, to RS600/AIX we have provided expertise and support to this platform end-to-end.

c) Client / Server / Distributed Systems

The services that Rose can provide range from small stand-alone applications to complex distributed client/server solutions, like two tier architecture, three tier architecture, three- tier with message server, three tier with an application server and three tier with an ORB architecture. Our consulting staff currently provides system study, analysis, design, development, and migration support to many different customers. Rose can assist in the development of highly integrated client/server enterprise applications, as well as utilize expertise to develop ad-hoc reporting capabilities and smaller in-house applications without guidance and can train others. Rose has provided to state and government clients complete end-to-end solutions and systems. Rose has been awarded specific government contracts related to this system/development platform. Rose has developed or supported systems on this platform using tools, databases, and products such as Delphi, SQL, Microsoft, Oracle, DB2 and others. Rose has vast experience in all aspects of this platform.

The client server approach introduced a database server to replace the file server. Using a relational database management system (DBMS), user queries could be answered directly. The client/server architecture reduced network traffic by providing a query

response rather than total file transfer. It improves multi-user updating through a GUI front end to a shared database. In client/server architectures, Remote Procedure Calls (RPCs) or standard query language (SQL) statements are typically used to communicate between the client and server. Rose has vast expertise and experience to deliver any solution for this platform. We are very comfortable in being able to teach or mentor others in all aspects of this platform. Rose is a Certified Microsoft Solution Provider and a Certified IBM Solution Partner.

d) Desktop:

Rose International can provide reliable solutions that support the development of applications to be used at the workstation level. The services that Rose can provide range from small stand-alone applications to complex distributed client/server solutions. Our consulting staff currently provides workstation analysis, design, development, and migration support to many different customers. Rose can assist in the development of highly integrated client/server enterprise applications, as well as utilize expertise to develop ad-hoc reporting capabilities and smaller in-house applications. We can fully provide workstation services and solutions across all levels of need without guidance and could train others.

In addition to being able to support most products used on this platform, Rose has strategic partnerships that allow us to sell or promote products from some of the IT worlds premier vendors.

e) LAN:

Rose International can provide full service network installation and maintenance for both wired and wireless Local Area Networks (LAN) and VLAN. Rose can provision and maintain the network solution that's right for our customer. Rose has a highly skilled pool of certified network engineers, who are already providing services to different customers. The services Rose can extend include a full site survey and consultation to address the options available for a variety of office environments and design a network that precisely meets your needs.

Rose provides continued support to clients like the State of Missouri's Department of Transportation (MoDOT), Department of Elementary and Secondary Education (DESE), Department of Health and Senior Services (DHSS) to name some of the state agencies that currently are being served. In addition, complete help desk and network support are being provided by Rose to the Kansas City International Airport (KCIA). We also currently support Local and county government such as Missouri's Randolph County. To elaborate further, Rose can provide unique expertise in WAN, HiFi, and the latest WIFI technologies. Rose is the awarded prime vendor to Missouri's statewide IT Services contract where Rose provides technical support and services in areas of Development solutions, Project management and Oversight, infrastructure, architecture, security, and communications. Some of our most recent ventures have taken us into the latest technologies of wireless/satellite communications and Voice over IP. Rose is a Microsoft Solutions Partner, a CISCO solutions Partner, an IBM Solutions Provider, and an Internet Security Solutions partner. In all aspects of this technical area, Rose can provide service solutions, expert consulting, oversight, mentoring, security, and products.

f) Languages and DBMS:

Rose International's development centers are structured in a way to provide reduced costs, reliable service, and dependable products. These centers are capable of handling projects requiring a couple part-time technicians to over 80 full-time developers. Our centers can be accessed to build solutions primarily using most languages/DBMS. In addition to our development centers, Rose can and will provide on site/off site custom solutions or mentoring for our customers at a location of their choice. In addition to Project management, solutions, training, and expert consulting, Rose also provides augment staffing in most development methodologies and across all platforms. A listing of some of these languages including DBMS that are offered and available through Rose follow:

Visual Basic.NET	Cool:Gen	IDMS	FOCUS
ASP.NET	Lotus Notes	DL/I – IMS	Fox Pro
C++	JAVA	VSAM	Perl
DB2	Websphere	CICS	PL/I
Oracle	Korn Script	Linux	PowerBuilder
SQL Server	RPG	SAP	REXX
MS Access	Delphi	Adabas	Total

There are many benefits for choosing Rose as a provider for your technical support and services. The above mentioned methodologies are only a small portion to the vast amount of expertise and talent available through Rose. Rose is unique to most resource providers in that we are very broad in our service offerings. We support most known languages across all platforms, but uniquely, we support most of the earliest development languages, tools, and database types as well as niche type solutions such as, Visual Age Gen, Magic, MarkIV, Roscoe, Assembler, Informix, ADSO, CL, CSP, SAS, Culprit, DYL280, Mantis, Mumps, Natural, QuickJob, Ramis, Supra, and many more. In addition to the vast platform and methodology expertise, Rose is unique in our total breadth of service offerings ranging from strategic expert consulting, training, mentoring, Vendor Managed Services, project management/oversight, analysis, solutions consulting, fixed price solutions, augment staffing, and the resale of technical products and equipment make Rose an exceptional technical solution partner. Our breadth of ability uniquely allows our customers to leverage Rose for any and all IT needs.

2.5.7 Describe your products/experience with Databases

a) Administration:

Rose International has a vast experience in Database Administration in different RDBMS platforms platform like Oracle, SQL Server and DB2 to name some of the common ones. Rose's certified database administrators have expertise in handling various environments like 24 X 7 online production databases, voluminous application

databases, large data warehouses, etc. in many different clients' locations. Rose has experience in data modeling and utilizes tools like Erwin and Rational's suite of tools to assist our clients in preparing and designing their data. We have unique experience in data warehousing and have strategic partners who can assist our own experts with deep veins of knowledge to data warehousing design, development, implementation, and support tools. Rose has provided Database administrators and Data support to numerous government agencies and entities. Some of our experiences include training/mentoring DB2/Oracle/IDMS jr level DBA's in the states of Missouri, Illinois, and California. Rose has provided Database administration support on all platforms, such as DOMINO/Lotus Notes, Microsoft SQL Server, IDMS, DB2, Oracle, DL/I, and IMS. Rose is a Certified Microsoft Solutions partner and a Certified IBM Solutions partner. Rose has a current awarded contract with the State of Missouri's Department of Transportation for Informatica installation, support and data warehousing. Rose currently provides database support to Missouri's Department of Health and Senior Services, Department of Transportation, and Department of Social Services. Rose has performed data modeling for the Missouri Department of Health, the Illinois Highway Patrol, the Missouri Department of Elementary and Secondary Education, and the Missouri Department of Mental Health to name a few. Rose has done every aspect of Data administration and data management that can be done. From top to bottom, Rose has provided resources and solutions to assist a variety of customers across all database types. Some of the most memorable of our experiences include the complete mimic of database and associated system environments for three different agencies at the state of Missouri during their Y2K efforts. We later tested all application programs in these mimicked environments with complete success. In addition to the development, setup, and support of these test environments, our Sr. Level DBA trained approximately 60 developers in the usage and coding principles of IDMS, trained a team of Jr. level DBA's and data managers, and served as Project manager for the data Support team. Most of our data administrative experiences involve very senior level and expert level individuals. Another example for how Rose uniquely works with our customers to provide creative, cost effective solutions can be seen where we had a young, talented, and astute technical Oracle developer working for a customer. The customer, Missouri's Department of Mental Health (DHSS) needed additional Oracle DBA support but their shrinking budget prevented them from being able to afford an experienced DBA without putting extreme stress on their project goals. Rose agreed to send our employee to training as an Oracle DBA and would assist him in his certification if the Department of Health and Senior Services would agree to give him hands on experience for two years. Rose agreed to provide the resource at discounted developer rates over the two year period and would invest in his education expense. It was agreed that at the end of the two years, if the department wanted to continue to keep this resource, they could do so, but at discounted DBA rates. Five years now have past. Our Certified Oracle DBA continues to support the Department of Health at discounted DBA rates and is considered as one of their most valued consultants. A win for all! Our employee continues to express his gratitude for the opportunity to learn and advance, while our customer continues to thank us for a great resource at an attractive price.

b) Application Development tools:

Rose International has acquired vast experience in application development tools through our successful involvement and implementation of numerous projects. Rose has the expertise on Oracle application development suits, like Oracle JDeveloper, Oracle Form, Oracle Designer, Oracle Reports, Oracle Discoverer, Oracle Warehouse Builder and SQL Server's OLAP, ETL & Data Warehousing, Visual Studio.NET & IBM WebSphere Studio, Lotus Notes, Cool:Gen, and Dreamweaver. With a large pool of consultants having expertise in one or more of these tools Rose can extend support as per clients' requirement throughout this broad technology spectrum. The examples already given for the total breadth of services and methodologies clearly show that Rose has deep experience to a vast array of tools. Development Solutions is a key element to the heart of Rose's offerings. Today, Rose is actively engaged at numerous agencies and customer sites where the latest of Web and Server technologies are being deployed. Rose supports both the Microsoft .Net and the IBM Java/WebSphere development paths. In addition to these choices, Rose develops across all platforms and in all methodologies. Examples include AS400 Cobol, CL, and RPG coding, RS6000/AIX Cobol development, Three Tier client Server development using Delphi and Oracle on the back end. We would be pleased to elaborate further in an oral presentation if you choose. Rose's consultants have extensive knowledge of various end users' tools like TOAD for Oracle, SQL*Plus, SQL Query Analyzer etc. These help in quick diagnosis of different problems/issues and give extra reach to Rose's consultants to keep control on quality, timeline and cost of a project. In addition to these tools, Rose has expertise for working on the older legacy systems using tools like FileAid, QA-Hiperstation, XPEDITER, BMSGT, EZTEST, and AbendAid. Top to bottom, New to Old.....Rose uniquely has more resources to offer across more platforms, using more methodologies and tools than most other solution providers.

a) Structure and methodologies:

Rose has developed expertise in both centralized and decentralized database architectures through its successful implementations. Rose consultants have the capabilities of deploying applications with client/server architecture, multi-tier architecture, and Web services along with centralized or decentralized databases. Rose will comply with any known standards and methodologies present at your site. For those customers who have not presently adopted specific structure or methodologies, Rose will share our experiences and methods and will assist the client in creating standards and methodologies that will conform to best practices and PMI management principles. Rose follows CMM development methodologies and is an advanced, mature, lifecycle development solution provider. Rose supports adopting and adhering to structured methods for system and application development and has helped numerous clients to enhance their methods and improve their practices. Our off site development centers

have built technical systems and applications using a variety of methodologies including but not limited to CMM, Rational, Compass, and PMI. We will custom develop to any standard of your choice.

b) Other

Rose is capable to give full support on almost any technical project. Other areas that we have expertise in are business intelligence, data warehouse and security solutions. Rose consultants have the skills of some very popular, industry leading tools like Business Objects and Cognos along with Oracle and SQL Server tool suits. A complete offering in the Security services and Security products as well as hardware and software offerings from some of the worlds premier vendors round out the value that you can achieve through Rose. This broad group of offerings increases the solution value and spectrum of Rose. Our business continues to grow while our customers express their satisfaction for the reliability and value that Rose uniquely brings.

2.5.8 What general software applications have you experience in?

1. Visual Studio.NET
2. WebSphere Development Studio
3. Rational ClearCase
4. Rational ClearQuest
5. Rational RequisitePro
6. Rational Rose
7. Rational Test Manager
8. Rational Test RealTime
9. Rational TestFactory
10. Rational XDE Developer
11. WebSphere
12. WebLogic
13. Visual Source Safe
14. Business Object
15. Cognos PowerHouse 4GL
16. Cognos CPM (Corporate Performance Management) Tools
17. MS SQL Server
18. Oracle Database
19. Oracle Application Development Suit
20. DB2
21. MS Project
22. MS Visio

2.5.9 Please describe any experience and deployed solutions in each of the following specific technologies below:

2.5.9.a Help desk solutions / technologies:

Rose has extensive experience in the help desk solutions area. An example of a Help Desk Solution deployed by Rose is the Kansas City International Airport (KCIA) Help Desk Project. Rose created and established a help desk/service center to monitor and maintain the technical support for the Multi-User Flight Information Display System (MUFIDS systems at the KCI Airport. Presently, there is a team supporting this project around the clock providing technical coverage of critical MUFIDS systems.

Rose is responsible for being familiar with and have a working knowledge of systems and software installed at the KCIA as well as the help desk tools and procedures they use.

Rose provides help desk support 18 hours per day, 7 days per week. The help desk coverage for the remainder of the day is by an on call person with a pager. The help desk support is provided by a minimum team of seven (7) technicians and a full time Help Desk Manager and covers all systems and software installed at KCIA by the Purchaser and the Network Contractor.

Rose is also responsible for the following:

- Production of project documentation
- Operation and management of the Maintenance Tracking System
- Administration of the City's spare component store on behalf of the Purchaser
- Management and co-ordination of the equipment repair process
- Installation and configuration of software upgrades as directed by the Purchaser's Project Manager
- Installation and configuration of replacement hardware from spares pool as directed by the Purchaser's Project Manager
- Preventative, routine and emergency maintenance, as defined in the project maintenance manual and maintenance schedule, for each component or sub system of the Integrated System solution
- Achievement of Prime Contract minimum service level requirements
- Store equipment and products to be installed during the Program in accordance with manufacturer's instructions in Purchaser's staging area with seals and labels intact and legible.
- Support Purchaser's Project Manager during testing as reasonable required
- Support Purchaser's training manager during training as reasonable required

Rose has provided additional help desk solutions to Anheuser-Busch and Colliers-Turley-Tucker-Martin to name a couple of additional experiences. Presently, Rose is considered in the Missouri Secretary of State's plan to provide maintenance and support for the new Voter Registration system that is scheduled to be completed this year.

2.5.9.b Data Development

Rose International has a vast experience in data development. Rose has conducted full life-cycle development across all IT Platforms and with most data types. Rose has created or modified systems utilizing Relational database structures such as SQL, MYSQL, Oracle, and MS SQL Server, Hierarchical database structures as defined using DL/I and IMS, and HDAM and ISAM structures as found in KSDS and ESDS VSAM files. In fact, Rose has designed, built, stored and tested across, all data structures. Rose has been involved in all aspects of data, where we have assisted numerous customers in data migration from one platform to another or from one data type to another. We have utilized numerous data management tools and created our own coded scripts to redefine and massage data to conform to the required elements necessary to fit into modifications or new structure restraints. Rose has used RDatabase structures such as area Database Administration in different RDBMS platforms like Oracle, SQL Server and DB2 to name some of the common ones. Rose's certified database administrators, data analysts, Quality assurance testers, and application developers all have expertise in the handling and manipulation of various data types. Rose has experienced many environments like 24 X 7 online production databases, voluminous application databases, and large data warehouses.

Rose has experience in data modeling and utilizes tools like Erwin and Rational's suite of tools to assist our clients in preparing, moving, loading, and designing data and data fields. We have unique experience in data warehousing and have strategic partners who can assist our own experts with deep veins of knowledge to data warehousing, data modeling, field and database design, development of test data and test pools, implementation and support of data and database, storage and retrieval techniques. Rose has provided Database administrators and Data support to numerous government agencies and entities. Some of our experiences include training/mentoring in the states of Missouri, Illinois, and California. Rose has provided Database administration and data support on all platforms, such as DOMINO/Lotus Notes, Microsoft SQL Server, IDMS, DB2, Oracle, DL/I, IMS, and VSAM. Rose is a Certified Microsoft Solutions partner and a Certified IBM Solutions partner. Rose has a current contract with the State of Missouri's Department of Transportation for Informatica installation, support and ETL. Rose currently provides data design, analysis, quality assurance and base support to Missouri's Department of Health and Senior Services, Department of Transportation, and Department of Social Services. Rose has performed data modeling for the Missouri Department of Health, the Illinois Highway Patrol, the Missouri Department of Elementary and Secondary Education, and the Missouri Department of Mental Health to name a few. Rose has done every aspect of Data administration and data management that can be done. From top to bottom, Rose has provided resources and solutions to assist a variety of customers across all database types. Another example of data development was for the Missouri Highway Patrol where we assisted them in a major data and file conversion project as they phased out their Supra datasets. Some of the other experiences included the creation of test data and test databases for state agencies where highly secure data like the states HIV Positive and Bio Terrorism files had to be mimicked to create test beds for application development.

2.5.9.c Data Analysis

Data analysis is critical before doing any application development. As a full lifecycle developer, Rose has gained significant analysis experience over the last decade and across all data types and platforms. An example of a data analysis project that was highly successful is the Missouri Health Strategic Architectures and Information Cooperative (MOHSAIC) project for the Missouri Department of Health and Senior Services.

Rose staff, under the direction of Department of Health and Senior Services management, is responsible for project management, analysis, design, coding, testing, and implementation of this system. The team provides weekly status to track progress and milestones. In addition, Rose is helping the Department of Health and Senior Services develop a Quality Assurance environment for the project. Rose is developing a Quality Assurance environment that will be used on all Department of Health and Senior Services projects. Rose is planning 3 levels of certification and will utilize standard system test plans, regression test plans, security tests, performance tests, and user acceptance tests.

Rose is following the "ROADMAP" component of our "COMPASS" methodology which employs Rapid Application Development (RAD) concepts in developing a prototype to concretely define and validate the user interface. Both the Graphical User Interface (GUI) of the real-time system and the report layouts of the data warehouse and batch systems are included in the prototype. In "ROADMAP", the prototype is approved by the user and put under change control. Once under change control, it then takes an agreement between the Project Sponsor and the Project Manager to make changes to the prototype. The "ROADMAP" prototype becomes part of the programming specifications, the Functional Test and Regression Tests, and the System Documentation Manual. Other RAD concepts, such as incremental improvements and development, are also embodied in the "COMPASS" change control process. "COMPASS" supports an iterative approach, and as new iterations are started, changes and enhancements to previous iteration products are incorporated into the work of the new iteration. This concept gets working code into the hands of the client sooner, and then provides an orderly, controlled process to refine that code

2.5.9.d Data Modeling

Rose is very knowledgeable and proficient in all aspects of data modeling. From Conceptual Data Modeling, Logical Data Modeling, and Physical Data Modeling. Rose has facilitated, directed, or assisted in numerous training programs and in all forms of data modeling, design, development, and implementation. Examples of our experience can be found in our delivery of training programs and the data design services provided to Missouri's Department of Health using the Paradigm Plus tool for their design and development of the MOHSAIC systems data structures. Prior to Health's selection of Paradigm Plus as their standard modeling tool, Rose assisted them in past modeling projects using another Computer Associates product, ERWIN. Twelve agencies at the state of Missouri adopted Cool:Gen as an application/data development suite. Rose assisted the Department of Education in their data modeling using the Cool Product Line tools. Recently data modeling resources were submitted to the Missouri Department of Transportation for their data modeling needs using Popkin. Past experiences with the Dept of Transportation included using Visual Age and Visio to create modeling charts and data flow diagrams. In addition to the data modeling and modeling tool examples given, Rose has utilized other data modeling tools such as CaseWise, ER/Studio, Designer 2000, and S-Designor to name some of the tools those that immediately come to mind. With our resource search engine and technical staffing tools, proprietary database, and preferred subcontractor support, we are confident that we can provide assistance in data modeling, data design, and data management for any data type, across any technical platform, and provide a skilled resource for any specific modeling tool.

2.5.9.e Facilitation and Consulting

Rose is recognized as a leader in providing facilitation and expert strategic consulting, especially within our government sectors of business. Rose has extensive ability to design and present training materials and curriculum for technical tools, procedures, and methods. Rose is a certified provider of PMI Project management methods and has designed course ware and curriculum to conduct PMI Certification training. Rose is currently conducting this training for several potential certified PMP Project managers across the country. In addition to our certified PMI training, Rose has been awarded numerous contracts to provide technical training in a variety of fields. Among this training was IDMS development training, Mainframe OS390, TSO, JCL and CLIST development training, Paradigm Plus operation training, UML training, Web Based training for Flagmen, and Rose is presently assisting in the training and roll out of the Consumer Information Management Outcomes Reporting

(CIMOR) and the Help America Vote Act (HAVA) Voter Registration systems.

In addition to facilitated training sessions, Rose is well adapted to facilitate Joint Application Development (JAD) sessions.

Strategic consulting and the supplying of expert consulting services is a mainstay to the Rose Offerings. Rose has always prided it's self by being a high level consulting value but at middle of the Road prices. Many times the big 4 IT firms have utilized Rose consultants to assist with their presentations and projects. Project management, Oversight, Database enhancement, network efficiency and tuning, training, mentoring, and niche technical solutions, are some of the areas where Rose has provided Expert strategic consulting.

Among some of the service and product offerings from Rose, Project Manager in a box facilitates a standard for project manager forms and procedures. It prepares customers who have little to no standard methods with immediate results and methods necessary to establish higher standard practices.

Another example of this strategic expert consulting was the DWI project completed for the Missouri State Highway Patrol. The Rose staff recommended a 3-tiered WebSphere application architecture. Rose also conducted an impact assessment to determine the impact on all other related Patrol applications. Rose developed a comprehensive project implementation plan with specific deadlines and covering all aspects of the life cycle to include design, construction, conversion, testing, integration and just-in-time training. MS Project 2000 was used to track all project milestones. Proper planning and execution coupled with the flexibility of the development architecture has enabled Rose to meet or beat all prescribed deadlines.

Another key example of this type of work is the Consumer Information Management Outcomes Reporting (CIMOR) project completed for the Missouri Department of Mental Health. The Missouri Department of Mental Health has 16 core business areas that include intake processing, eligibility determination, encounter management, claims adjudication, billing, and provider management that did not meet the provisions of the Health Insurance Portability and Accountability Act (HIPAA). The current mainframe and client server legacy application did not facilitate information sharing across organizational boundaries and/or functional areas. By developing the Rose EMR solution as a web-based .Net application, the Missouri Department of Mental Health will meet their HIPAA requirements by the deadline while at the same time providing their statewide network of care providers with unprecedented access to client information all within a secured HIPAA-compliant application.

Rose uses the “ROADMAP” methodology and employs Rapid Application Development (RAD) concepts in developing a prototype to concretely define and validate the user interface. Both the Graphical User Interface (GUI) of the real-time system and the report layouts of the data warehouse and batch systems are included in the prototype. The ability to reuse the prototype as the actual GUI interface is a feature of the .NET Framework and greatly increases the value of the prototype for the customer. In “ROADMAP” the prototype is approved by the user and put under change control. Once under change control, it then takes an agreement between the Project Sponsor and the Project Manager to make changes to the prototype. The “ROADMAP” prototype becomes part of the programming specifications, the Functional Test and Regression Tests, and the System Documentation Manual. Other RAD concepts, such as incremental improvements and development, are also embodied in the “ROADMAP” change control process. “ROADMAP” supports an iterative approach, and as new iterations are started, changes and enhancements to previous iteration products are incorporated into the work of the new iteration. This concept gets working code into the hands of the client sooner, and then provides an orderly, controlled process to refine that code.

2.5.9.f Photogrammetry and remote sensing

None at this time

2.5.9.g Data collection and clean up mapping

None at this time

2.5.9.h GIS/ESRI Software/MapInfo

Rose has expertise in the GIS/ESRI arena. Rose implemented a successful solution for the United States Department of Agriculture (USDA). On this project, Data Warehouse Support Services, Rose consultants worked with the USDA staff to create an interface between the ESRI toolset (ARC/IMS and ARC/SDE) and Brio to allow for a map to be produced within Brio of the requested data. Likewise, the user was capable of “drilling down” into the map and returning to Brio at the same level of data that was drilled down to in the map. Additional services have included web-enabling base maps using ARC/IMS, ARC/XML, and the API and Java Scripts Rose developed; support for the ESRI toolset environment at USDA (configuration issues were identified and corrected to allow the environment to operate with a greater

degree of efficiency); and changing eligibility area shape file using ArcMap to update eight different shape files and deploy to test where the field staff can validate the changes. Additional planned activities include:

- Create a web application with selection criteria fields that will ultimately produce Brio tabular reports from the Geospatial data warehouse and then allow the tabular data to be integrated with ArcIMS map and displayed via a web browser.
- Convert Shape Files to SDE Files RD geospatial data warehouse for use by other applications and reports. Rose will also propose a strategy for keeping the shape files in sync with the SDE files.
- Document RD ESRI architecture and propose a configuration management methodology and prepare a proposed methodology for designing and deploying an enterprise GIS solution with a configuration management strategy outlining the roles and responsibilities of the development staff and the administration staff. This will include a work flow for the efficient management of version control of applications, maps, and data as well as other essentials needed for the successful deployment and maintenance of an enterprise geo database and GIS applications. Rose will identify key factors for building and managing a successful multi-user GIS system with ArcGIS and ArcSDE, including a detailed database design and tuning, data loading procedures, and application design.

Development services have included the conversion of legacy reports (typically COBOL and FOCUS) to Brio/Hyperion; the development of numerous parameter driven and dashboard like reports for new applications (including WebSphere and Java environments); working with end users to define reporting requirements; prototyping and developing Brio/Hyperion documents for GLS, NITC, Census Data, and multiple data sources in one Brio/Hyperion document. Rose also provided presentations, training, and knowledge transfer to management and users in St. Louis and Washington DC. Rose International also provides support for OnDemand Server and Broadcast Server Administration. Services included publish and schedule documents, document control procedures, and continue help defining the direction of Brio deployment.

2.5.9.i Electronic Commerce / EDI

Rose has provided EDI analysis and coding and has a robust knowledge to the present EDI standard present today. Any aspects of EDI technology can be provided through Rose.

2.5.9.j Document Management

Rose has done extensive application development and has participated in the analysis, support, development, and design of hundreds of systems. To this end, document management and version control are essential key tasks. Rose has utilized most of the available industry tools supplied by the best of IT vendors. Rose can and will adapt to any document control tool set established by our respective customer and we can assist in the choice/selection of these tools for customers who have not adopted a solution or standards. Although there are many tools from which to choose from and many methodologies or plans that will ensure document control being achieved in the system, Rose is capable of establishing all end-to-end solutions or any part there of to manage documents.

2.5.9.k Telecommunications Wide Area Network

Rose is knowledgeable in all aspects of WAN technology. In addition to our own resources, Rose has strategic partnerships that can be leveraged to provide a deeper source of technical resources and knowledge base should it be needed. In addition to standard WAN systems knowledge and service, Rose has uniquely partnered with a successful long time (15yr) satellite networking/telecommunications solution provider. This partner has experience across numerous states in providing state of the art tele-video conferencing and training as well as offering network communication through satellite feed. Through the use of satellite/telecommunications the most rural areas in our country are able to achieve incredible improvement in download times and for some their first available chance to experience World-wide communication at their finger tips.

2.5.9.l Biometrics

Rose presently is evaluating a strategic partnership with a company that provides end-to-end biometric security solutions. We are aware of this technology but can provide only limited technical resources to assist in its analysis, installation, architecture, integration, and testing today. The actual resale capabilities of equipment are not yet present, but as negotiations proceed and if terms can be found favorable for both parties, Rose very soon could be including the full scale end-to-end solutions for Biometric systems as an offering to our customers.

2.5.9.m *Wireless Networking*

Rose presently is able to offer end-to-end wireless network solutions to our customers. Areas of experience have included analysis, security, installation, setup, and performance tuning for wireless networks. In addition to our own wireless network systems knowledge and service providers, Rose has uniquely partnered with other service providers and product vendors to ensure that choices for the best-fit, best-cost solutions are available to our customers.

2.5.9.n *IT Staffing*

Rose has had many successful projects in the IT staffing category. One of the greatest successes is with Southwestern Bell Corporation (SBC) and providing IT Support Services. Rose provided project management in the development of large-scale IT efforts working with a team of analysts and developers. Rose also provided project management for scope, schedule, and budget, and maintained Project Plans. The Rose Project Manager created and maintained a project business case, and ensured the creation and implementation of a quality solution. The Rose Project Manager communicated project status, issues, and risks, and resolved internal conflicts. The Rose Project Manager provided strong analytical skills, along with the ability to translate the business needs solicited from users in developing a project plan with analysts and developers using a System Development Life Cycle process.

Rose took the lead in working with users by facilitating sessions to explain the plan and progress of development efforts, insuring the projects were on track and within budget. Rose brought an understanding of telecommunications terminology and Electronic Data Interchange (EDI) in an unregulated area, as well as a fundamental understanding of IT architecture and software configurations. Rose developed and managed various IT projects for software application development.

Rose provided a hardware technician for desktop support for Windows NT 4.0 and Windows 95. 7x24 on-call support was provided in the rebuilding, configuration and troubleshooting of hardware components. Rose also monitored Ameritech's internal data network and performed network recovery on a variety of network hardware and software components. This included detection and correction of network failures, as well as coordination and installation of major network changes in order to minimize client service disruptions.

Rose provided Configuration Management by coordinating the creation of application release with developers, database administrators, and system administrators. Rose also published a release schedule with release content,

and provided post-release performance improvement feedback and logging of revision requests and assignment of revision numbers for both emergency and regular releases. Rose brought a working knowledge of MS Office, as well as experience with Configuration Management software (PVCs).

2.5.9.o Graphic / Web Design

With new emerging technologies, Rose has been able to provide highly qualified, trained resources to meet the needs of our customers. In the Web Design area, a good example of a project that demonstrated our expertise in this area was a Federal Grants Management system implemented for the Missouri Department of Elementary and Secondary Education (DESE). Rose International designed, developed, and implemented an Internet, web based application that aids DESE in the management of allocations, budgets, payments, and expenses for school districts' federal grant awards. This system handled all Federal Grants (Title I, II, III, IV). There are approximately 520 school districts in the state and 30 DESE employees that used the system. The following paragraphs describe the three area of the Missouri Grant System:

DESE Payment Management

An enterprise level application that calculates, manages, and distributes payments to schools throughout the state. This application used information downloaded from the Missouri Statewide Financial System (SAM II) to verify payments. Data files that were output from the system were used to interface with the SAM II payment system. Internal staff currently uses this application to manage school district payments. This application also integrates with the Federal Grants Management system to provide a seamless flow between business processes without duplication of data.

Federal Grants Management

This application is an automated tool that aids in the management of allocations, budgets, payments, and expenses for school districts' federal grant awards. The Federal Grants Management system allows DESE to allocate funds, approve budgets, and provide payments to the school districts. The application also allows the school districts to view allocation details, create budgets, and report expenditures. The payment process integrates with SAM II to facilitate the distribution of money. A built-in security system is used to monitor and restrict access to all aspects of the application. The application was folded into DESE's Enterprise level architecture.

Grants Finance Management

This application is an automated tool that aids in the extensive management and distribution of Federal Grants to various school districts. The Grants Finance Management system allows the users to assign grant allocations, distribute payments, make accounting adjustments, analyze expenditures, and set up payment schedules. A built-in security system uses network security to assign various access levels to business tasks and data. These security levels allow the system to be used to manage grants, as well as provide lookup information to customer support personnel. Various specialized reports are available to the users that allow budgeted amounts to be analyzed and reviewed.

2.5.9.p *Other*

Rose provides a variety of different IT solutions. Along with the examples listed above, please refer to the Rose Offerings chart below:

ROSE OFFERINGS

CONTINGENT WORKFORCE SERVICES

1. Staff Augmentation Services
2. Managed Service Provider (MSP)
3. Rose Outsourced Recruiting Model

SOLUTIONS

1. Application Development and Integration
2. Operations Maintenance and Support
3. Security
4. Project Management/Project Management Training
5. Hardware/Software Solutions

ROSE CLIENT SAMPLING

FEDERAL CLIENTS

- Air Force
- Army
- Defense Information Systems Agency
- Department of Interior
- General Services Administration
- Health and Human Services
- National Guard
- National Aeronautics and Space Administration
- Navy
- United States Department of Agriculture

STATE AND LOCAL AGENCIES

- Missouri, Illinois, California
- Education
- Health and Senior Services
- Social Services
- Transportation Revenue
- Highway Patrol
- Office of Treasury
- Natural Resources Conservation
- Sacramento Municipal Utility District
- State Police
- Central Management Services
- Commerce and Community Affairs
- Public Aid
- Secretary Of State
- Office Of Automation
- Labor and Industrial Relations
- LA Power and Water
- Veterans Commission

COMMERCIAL CLIENTS

- Accenture
- Sara Lee
- JP Morgan Chase
- Anheuser-Busch
- Boeing
- Bank of America
- Chevron (AIC)
- Colliers Turley Martin & Tucker
- Enterprise Leasing
- First Options
- Hallmark
- IBM Global Services
- Maritz Inc.
- Mastercard International
- Raytheon Company
- SBC
- Toyota
- Union Bank of California
- United Healthcare

ROSE EDGE

QUALITY DELIVERABLES

- Excellent Delivery Record of Cost-Effective, Timely and Quality IT Solutions
- Effective National Recruiting Process
- Strong Retention Rate
- Ability to Transition Large and Complex Contracts
- Financial Strength and Stability
- Diverse Mix of Skills
- Mixture of Commercial and Government Clients
- Woman and Minority Owned Business
- Contract Management Expertise and Experience

2.6 Cost Data Sheet

COST DATA SHEET for ITQ Number: # BD80200S102 Revision: 01

FOR SERVICE CATEGORY: Project Management

COMPANY NAME: Rose International Date April 15, 2005

Description of Service	Rate per hour not to exceed
Program Manager	\$110.00
Project Manager	\$95.00
Project Administrator	\$85.00
Technical Writer	\$50.00

2.7 Signature Pages

I / we as undersigned agree to the terms and conditions of the aforementioned ITQ #BD80200S102 and if our response is accepted, to furnish any and all services upon which cost data has been submitted. Any material misstatement in our response shall be treated as fraudulent concealment from the STATE of the facts relating to this ITQ.

Name of Entity / Person Submitting Proposal: John Truesdell

Mailing address: 217 Oscar Drive, Suites B, C & D

Jefferson City, MO 65101

Phone: (573) 659-8676, (888) 443-ROSE (7673) Fax: (573) 659-8124

Email: jtruesdell@roseint.com

☐ If Individual: SIGNATURE: _____ Date: _____
Social Security Number: _____

☐ If Partnership: Names-type written: _____ / _____
Social Security Numbers: _____ / _____

SIGNATURES of PARTNERS: _____ Date: _____
_____ Date: _____

☐ If Corporation: Corp ID# _____ State: MO
SIGNATURE: _____ Date: _____

Name and Title-type written: _____

I / we consent to service of process by certified or register mail addressed to our designated legal agent as required by Part 2-13-i of the Terms and Conditions of the ITQ. I / we appoint

_____ at _____ as our agent to receive service of process.

WITNESS SIGNATURE: _____ Title: _____ Date: _____

The STATE of Iowa, acting through the undersigned officer(s), hereby accepts the foregoing response to the ITQ and pre-approves the SP named for agency requests for proposals using this agreement. This acceptance and the SP's response for the above referenced ITQ and related POs, including the terms and conditions of the ITQ constitute a binding contract between the STATE and the SP.

CT _____ Vendor ID# _____

☐ CONDITIONAL TSB

Evaluation Committee Chairperson _____ Date: _____

DGS Purchasing Div. Administrator: _____ Date: _____

Purchasing Agent / Issuing Officer: _____ Date: _____

2.7 Signature Pages

I / we as undersigned agree to the terms and conditions of the aforementioned ITQ #BD80200S102 and if our response is accepted, to furnish any and all services upon which cost data has been submitted. Any material misstatement in our response shall be treated as fraudulent concealment from the STATE of the facts relating to this ITQ.

Name of Entity / Person Submitting Proposal: John Truesdell

Mailing address: 217 Oscar Drive, Suites B, C & D

Jefferson City, MO 65101

Phone: (573) 659-8676, (888) 443-ROSE (7673) Fax: (573) 659-8124

Email: jtruesdell@roseint.com

☐ If Individual: SIGNATURE: _____ Date: _____
Social Security Number: _____

☐ If Partnership: Names-type written: _____ / _____
Social Security Numbers: _____ / _____

SIGNATURES of PARTNERS: _____ Date: _____
_____ Date: _____

☐ If Corporation: Corp ID# _____ State: _____
SIGNATURE: _____ Date: _____

Name and Title-type written: _____

I / we consent to service of process by certified or register mail addressed to our designated legal agent as required by Part 2-13-i of the Terms and Conditions of the ITQ. I / we appoint

_____ at _____ as our agent to receive service of process.

WITNESS SIGNATURE: _____ Title: _____ Date: _____

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CT _____ Vendor ID# _____

☐ CONDITIONAL TSB

Evaluation Committee Chairperson _____ Date: _____

DGS Purchasing Div. Administrator: _____ Date: _____

Purchasing Agent / Issuing Officer: _____ Date: _____

2.8 SP's Background/Financial Questionnaire

2.8.1 Identify each State in which the business operations or dealings of the (corporate or other type of entity) are subject to charter, registration, certification, licensure or regulation.

Please refer to Exhibit 2.8.1 – State Chart

2.8.1.A For each such State identified, state whether the business entity has been disciplined, admonished, warned, had its license, registration, charter, certification or any similar authorization to do business suspended or revoked for any reason (collectively “disciplined”).

For each state identified in the chart, Rose has had no such action.

2.8.1.B If the business entity, its officers, agents or employees have been disciplined or disciplinary actions are pending in any State in which the business dealings of the entity are subject to regulation, identify the name of the regulatory agency with authority to discipline. In addition:

Rose has not had any disciplinary actions in any State.

2.8.1.B.1 Identify the docket number and any and all other identifying captions or information;

N/A

2.8.1.B.2 Provide a clear and concise statement of all allegations against the business entity, its officers, agents and/or employees;

N/A

2.8.1.B.3 Provide a clear and concise statement of the manner in which the proceeding was resolved;

N/A

2.8.1.B.4 State the sanction, if any, which was imposed (or is currently pending) against the business entity, its officers, agents or employees.

N/A

2.8.2 In addition to the proceedings listed above (if any), are there any other pending administrative, criminal or civil proceedings against the business entity, its officers, agents or employees which relate directly or indirectly to the conduct of the business? If so,

Rose has not had any other pending administrative, criminal or civil proceedings against the business entity, its officers agents or employees.

2.8.2.A Identify the docket number and any and all other identifying captions or information;

N/A

2.8.2.B Provide a clear and concise statement of all allegations against the business entity, its officers, agents and/or employees;

N/A

2.8.2.C Accurately summarize any and all orders which have been entered in the matter;

N/A

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2.8.2.D State the sanction(s), penalties, fines, damages and/or injunctive relief, if any, to which the business entity, its officers, agents and/or employees may be subject in the event of a finding against the business entity, its officers, agents and/or employees.

N/A

2.8.3 Within the past three (3) years, has the prospective Vendor been sued by any person or entity for damages and/or injunctive relief in any state or federal court with respect to the prospective Vendor's collection practices in which the person or entity brought the primary action against the Vendor? (For purposes of responding to this question, do not include actions in which the Vendor initiated the primary action against a person or entity to recover monies, and the person or entity counterclaim against the Vendor asserting a claim based on statutory or common law unfair collection practices, unless such action resulted in a finding, judgment or settlement against the Vendor). If so, for each such matter,

Rose has not been sued within the past three years by any person or entity for damages and/or injunctive relief in any state or federal court.

2.8.3.A Identify the docket number and any and all other identifying captions or information;

N/A

2.8.3.B Provide a clear and concise statement of all Plaintiff's allegations against the business entity, its officers, agents and/or employees; further provide a clear and concise statement describing any counterclaims or cross claims which were or have been asserted by the prospective Vendor or by another defendant against the prospective Vendor;

N/A

2.8.3.C Accurately summarize any and all orders which have been

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entered in the matter;

N/A

2.8.3.D If the matter is currently pending, state the relief sought by the Plaintiff(s) in the matter. If the matter was settled or was litigated to conclusion, state the amount of damages, if any, as well as the terms and conditions of the settlement, or the relief granted and the amount of any damages awarded and the terms and conditions of any judgment entered in the matter.

N/A

2.8.3.E If any matter listed above is pending on appeal, identify the court to which the matter has been appealed, and state clearly and concisely the legal issues which form the basis for the appeal. If the appeal has been concluded, state clearly and concisely the judgment rendered on appeal.

N/A

2.8.4 Within the past three (3) years, has the prospective Vendor entered into a settlement agreement, consent decree, or confession of judgment in lieu of litigation (or further litigation) with respect to the prospective Vendor's ~~collection~~ practices? If so, for each such matter,

Rose has not entered into any settlement agreements, consent decrees, or confession of judgment in lieu of litigation within the past three years.

2.8.4.A Identify the names and addresses and other identifying information of the parties to the settlement;

N/A

2.8.4.B Provide a clear and concise statement of all allegations against the business entity, its officers, agents and/or employees;

N/A

2.8.4.C Accurately summarize the content of the settlement agreement, consent decree or confession of judgment to which the parties agreed (and/or to which a court of competent jurisdiction approved);

N/A

2.8.4.D If the matter is currently pending, state the relief sought by the other party(ies) in the matter.

N/A

2.8.5 Within the past three (3) years, have any complaints been filed or lodged against the business entity, its officers, agents or employees with the Attorney General of any state, the Better Business Bureau of any state, the Consumer Affairs' Office (or similar nomenclature) of any state, the federal Trade Commission or any other federal agency which relate directly or indirectly to the conduct of the business? If so,

Rose has not had any complaints filed or lodged against us in the past three years.

2.8.5.A Identify the docket number and any and all other identifying captions or information;

N/A

2.8.5.B Provide a clear and concise statement of all allegations against the business entity, its officers, agents and/or employees;

N/A

2.8.5.C Accurately summarize any and all orders which have been or were entered in the matter;

N/A

2.8.5.D State the sanction(s), penalties, fines, damages and/or injunctive relief, if any, to which the business entity, its officers, agents and/or employees have been or may be subject in the event of a finding against the business entity, its officers, agents and/or employees.

N/A

2.8.6 Within the past five (5) years, state whether or not the business entity has filed a voluntary petition in bankruptcy, a voluntary petition to reorganize its business, or a voluntary petition to effect a plan or other arrangement with creditors. If so, explain the circumstances and the outcome of any such filing in detail.

Within the past five years, Rose has not had any issues with creditors.

2.8.7 Within the past five (5) years, state whether or not the business entity has been the subject of a filing for involuntary bankruptcy. If so, explain the circumstances and the outcome of any such filing in detail.

Within the past five years, Rose has not been the subject of a filing for involuntary bankruptcy.

- 2.8.8 Within the past five (5) years, state whether or not the business entity has been notified that it is in default of its obligations under any contract. If so, provide a clear and concise statement of the reasons alleged to have occasioned the default and further state the manner in which the matter was resolved. If the matter is not yet resolved, state the issues that prevent resolution.**

Within the past five years, Rose has not been notified that it is default of its obligations under any contract.

- 2.8.9 Within the past five (5) years, state whether or not a contract has been terminated for non-performance or for any reason other than the natural expiration of the term of the contract. If so, provide a clear and concise statement of the reasons which occasioned the termination, and further provide the name(s), address(es), telephone and fax numbers of the key personnel in the organization which terminated its contract with you.**

Within the past five years, Rose has not had any contracts terminated for non-performance for any reason.

2.8.10 Financial Information:

- 2.8.10.A Each prospective Vendor shall provide its most recent audited financial statement or other information sufficient for the State to evaluate the financial condition of the prospective Vendor to insure that the Vendor has the capability to fulfill its obligations under the contract. A Dun and Bradstreet Report or similar well known credit report will suffice.**

Please refer to Exhibit 2.8.10.A – Annual Report

- 2.8.10.B Prospective Vendors may request that their financial statements and other financial information be kept confidential by the State. Prospective Vendors are required to provide only one copy of the audited financial statement.**

Rose International would like to request that our financial statements and other financial information be kept confidential by the State.

2.8.10.C Provide the name, address, telephone and fax numbers for one financial reference who can provide information relative to your financial responsibility.

Bank of America
800 Market Street
St. Louis, MO 631-1-2506

Attn: Richard Greene
314-466-6906

2.8.11 References Release

Each prospective Vendor shall submit a signed release with its response to the RFP which permits representatives of the State to contact the prospective Vendor's references and other persons or entities for whom the prospective Vendor performs and has performed services.

Please refer to Exhibit 2.8.11 – Reference Release

2.9 Amendment 1 Signature Acceptance Pages

Acceptance of Amendment #1 to ITQ BD80200S102, version 1.0

Note: The same person who signed the original response to the ITQ must also sign below to accept this amendment to the ITQ.

I, _____, officer for _____
(name and title) (company name)

Hereby accept and agree to Amendment No. 1 to the ITQ, BD80200S102, version 1.0 and agree to provide the additional requested information in the amendment.

Signature: _____ Date: _____

Signature for the State: _____ Date: _____

Upon signing, the aforementioned amendment is immediately incorporated into the ITQ and service provider's response to the ITQ.

Acceptance of Amendment #1 to ITQ BD80200S102, version 1.0

Note: The same person who signed the original response to the ITQ must also sign below to accept this amendment to the ITQ.

I, _____, officer for _____

(name and title)

(company name)

Hereby accept and agree to Amendment No. 1 to the ITQ, BD80200S102, version 1.0 and agree to provide the additional requested information in the amendment.

Signature: _____ Date: _____

Signature for the State: _____ Date: _____

Upon signing, the aforementioned amendment is immediately incorporated into the ITQ and service provider's response to the ITQ.



2.10 Debarment

Rose International, subcontractors, vendors and staff are not debarred, suspended or otherwise prohibited from professional practice by any Federal, State or Local agency.

Authorized By: _____ Date: April 15, 2005

John Truesdell

Vice President – State and Local Government



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Department of Administrative Services
General Services Enterprise – Purchasing

HOOVER BUILDING, LEVEL A
DES MOINES, IOWA 50319-0105

VENDOR APPLICATION FORM

1. Legal Business Name: Rose International, Inc. Yrs. In Business: 11
(For remittance of warrants/payments)

Line1: 16401 Swingley Ridge Road
(Street)

Line2: Suite 300

<u>Chesterfield</u>	<u>St. Louis</u>	<u>MO</u>	<u>63017</u>
(City)	(County)	(state)	(Zip)

Address if different than listed above:

2. Alternate (DBA) Address:

Legal(DBA) Name: _____ DBA ☐

Line 1 _____

Line 2 _____

City/State/Zip _____

3. Purchase Order/Bid Mailing Address:

Business Name: Rose International, Inc.

Line 1 217 Oscar Drive Line

- 2 Suite C

City/State/Zip Jefferson City, MO 65101

4. Federal Identification Number (FEIN) and/or Social Security Number or EIN#, if applicable:

EIN#: 431634470

SSN#: _____

5. Type of organization: Corporation ☒ Partnership ☐ Individual ☐ Sole Proprietorship ☐ Foreign ☐



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6. If corporation, indicate in which state: Missouri Date incorporated? March 12, 1993

(Record additional corporation and/or company data on reverse side)

7. Does any state of Iowa employee hold an office as Principal, Director, Partner, or hold any remunerative position in this Company? YES ☐ (List names, positions & agencies on reverse side) NO ☒

8. Indicate on the attached commodity list, the classes of equipment, supplies, material and/or services on which you desire to bid/sell:

9. Specific brand names of items handled: _____ (Please attach separate list)

10. Type of business (Check more than one if applicable):

- | | |
|--------------------------------------|--|
| A. Manufacturer or producer _____ | E. Service Establishment _____ |
| B. Dealer with inventory stock _____ | F. Professionally Licensed _____ |
| C. Construction concern _____ | G. Foreign _____ |
| D. Distributor _____ | H. Other (Define) <u>Information Systems</u> |

11. Type of operation (Check more than one if applicable):

- A. Is your firm located in Iowa? No
- B. Are you a single management concern (not a branch or subsidiary of another firm)? No
- C. Gross receipts/sales last year: \$ _____
- D. Number of employees: Company-wide _____ in Iowa _____
- E. Are you a minority- or disadvantaged-owned concern, at least 51 percent owned, controlled and actively managed by one or more minorities or, if a publicly-owned concern, at least 51 percent of the stock owned by one or more minorities? _____
- F. Are you a woman-owned concern, at least 51 percent owned, controlled and actively managed by one or more women or, if a publicly-owned concern, at least 51 percent of the stock owned by one or more women? Yes
- G. If you are a Targeted Small Business (TSB), are you currently certified with the Iowa Department of Inspections and Appeals? No

12. Company Contact Person(s):

NAME	Official Position	Telephone Number
<u>Himanshu Bhatia</u>	<u>CEO</u>	<u>(949) 250 - 7156</u>
<u>Gulab Bhatia</u>	<u>President</u>	<u>(949) 250 - 7156</u>
<u>John Truesdell</u>	<u>Vice President</u>	<u>(573) 659 - 8676</u>

13. BankReference: Bank of America
Address: 7800 Forsyth Blvd., Clayton, MO 63105

14. The undersigned certifies that the information contained herein is correct. I understand that misrepresentation may be cause for removal from the qualified vendor list and any other penalties allowed by law. Further I affirm that the undersigned company's employment practices do not discriminate because of age, race, creed, color, sex, national origin, religion, or disability.

Firm Rose International, Inc.

Signed _____

Print Name: John Truesdell

Title: Vice President – State and Local Government

Business number: (573) 659 - 8676

Toll free number: (888) 430 - 7673 Date: _____

FAX number: (573) 659 - 8124

E-mailAddress: jtruesdell@roseint.com



C) Federal Form W-9:



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D) Promotional Material - Business Summary

Rose Difference

Rose International's long-standing alliance with State governments and agencies has provided the unique opportunity for Rose to share this experience, expertise, value, and service in our partnership with these clients for the management, creation, maintenance, and enhancement of state of the art applications. We can clearly show that Rose has extensive Project Management Training expertise, and follows a mature process and tools for managing the entire Project Management activity for our clients. Additionally, we can demonstrate how Rose's technical experience with our commercial and Government clients matches the environments and skills necessary to meet the needs of the State of Iowa. Rose International is proud of its solutions, and we are proud to offer the State of Iowa, the same strategic path toward technological excellence we have shared with our other clients. Rose is a good choice for the State of Iowa, given our business domain expertise, technical expertise, project management training expertise, corporate commitment, and realistic pricing.

Rose International is one of the nations leading minority and woman-owned provider of IT services and solutions. We have been providing innovative solutions and quality IT consultants to many different industries over the past 12 years. Our success can be attributed to our honest and flexible approach, as well as a real client-oriented philosophy. We have a thriving culture, born from employees that bring creativity, integrity, innovation and a high level of energy to the job each day. We know that these attributes are important in a service company and that our clients benefit immensely from the Rose culture. We humbly acknowledge that this way of doing business has helped us enjoy much national recognition for growth and achievement in our field.

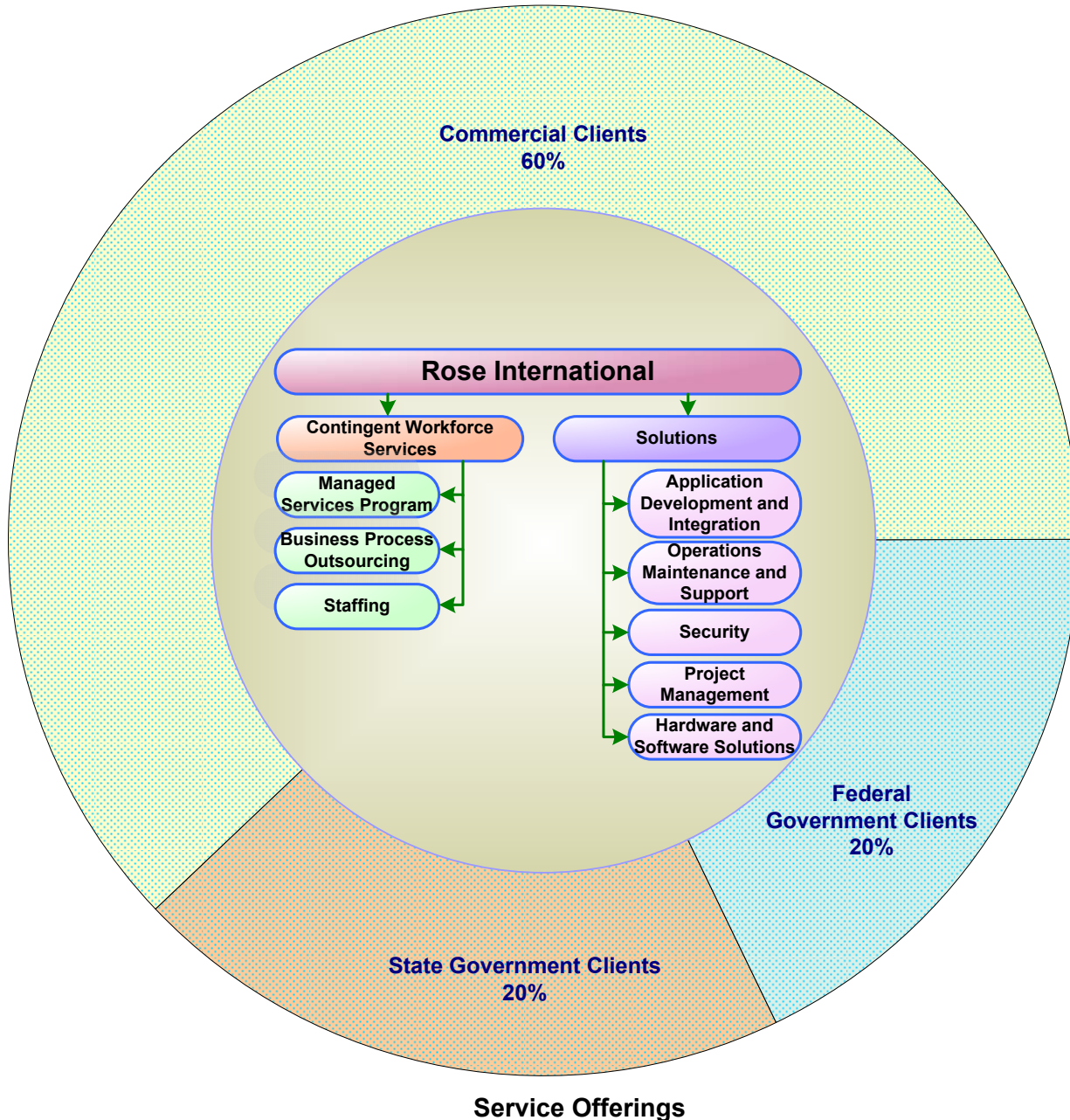
From 1993 to mid 1995, Rose focused on providing high-tech solutions and research to the U.S. Navy. Beginning in 1996, Rose saw a significant jump in revenue as large corporations recognized the value and savings our company could provide. Clients like Boeing, Anheuser-Busch, the State of Missouri and SBC have formed close IT partnerships with Rose, thereby leveraging our capabilities in strategic ways. Our ability to serve national companies, such as these, led Rose to certification as a **Corporate Plus** company by the National Minority Supplier Development Counsel. Today, we are one of 80 such companies across all industries, out of over 24,000 certified minority-owned companies eligible.

Building on our initial success in St. Louis, we aggressively expanded operations. Rose now provides IT Services in over 22 States from California to Maryland. With the addition of our development center in India, Rose is providing services and solutions internationally. Our client segments have grown as well. Commercial companies make up our largest revenue base. At the same time we have worked to secure competitive government contracts. As a result over 40 percent of our revenue is now derived from federal and state agencies.

As we have grown, we have operated with fiscal prudence. We are often the leading edge in the application of technology. However, to remain as a leader in our field, we need to receive the most value out of every dollar spent. The company means a lot to our employees (over 125 are shareholders) and clients alike. Rose is, and will continue to be, managed in a manner that ensures a solid financial future.

As we look to the future, we see continued strength and solid growth in our two main service lines: IT Solution Services – including Custom Application Development and Outsourcing and Contingent Workforce Services – including Managed Services and Staff Augmentation.

The following diagram depicts our main service offerings:



SOLUTIONS

Our Solutions Division provides 45 percent of our current business, and includes the following service lines:

1. Application Development and Integration
2. Operations Maintenance and Support
3. Security Assessment
4. Project Management/Project Management Training
5. Hardware/Software Solutions

Application Development and Integration: Our team can build and integrate complete business applications, specifically designed to meet your organization's goals.

Operations Maintenance and Support: Rose can set up, manage and operate a helpdesk configured to meet your organizational needs. Also, Rose will learn your applications to provide bug fixes, production support and maintenance.

Security Assessment: Rose can perform a security assessment to identify any security vulnerabilities and then provide suggestions on how to best reduce the security exposure profile to an acceptable level.

Project Management/Project Management Training: Rose is a Registered Education Provider (R.E.P) of PMI and will apply proven management principles and knowledge to create a disciplined, repeatable project management approach. We can also provide training to help your project managers become PMI certified and to improve their overall project management skills.

Hardware/Software Solutions: In keeping with our commitment to be a full-service IT provider, Rose has recently established business partnerships with IBM, Cisco and Oracle to resell hardware and software. We will expand to include other partnerships (HP, Sun, etc.) by the end of the calendar year.

CONTINGENT WORKFORCE SERVICES

Contingent Workforce Services (CWS) accounts for 55 percent of our business. This service area includes the following service lines:

1. Staff Augmentation Services
2. Managed Service Program (MSP)
3. Rose Outsourced Recruiting Model

Rose **Staff Augmentation Services** is one of the three Contingent Workforce solution offered by Rose. These services form an important component of Rose's business. Rose International focuses in providing innovative solutions and quality IT consultants to many different industries for nearly 12 years. Rose now provides staff augmentation services in over 22 States from California to Maryland. Rose is dedicated to adding efficiency and quality to the staffing process. The features of this program are:

- Consulting - Rose provides staff or consulting contractors on a time and material basis.
- Temporary to Permanent Placement - Rose provides staff or consulting contractors with the understanding that after a pre-agreed period of time, the contractor can be hired.

We currently provide on-site staffing services to our customers in over 22 states. The Rose Recruiting Engine consists of 33 full time recruiters and 20 members of our Recruiting Support Team (RST) which results in the short listing of the right candidate presented to the customer. Team members work together in the process of sourcing, mining, resume creation, reference checking, background checking, and technical testing. The RST (Recruiting Support Team) has been put into place to improve the administrative process of managing incoming resumes from ads and on-line applications, entering candidates into the system, and basic resume formatting.

Rose is prepared to staff project teams or to augment technical staffing requirements as needed and requested. As a result of our rapid growth over the last twelve years, we have taken to heart the lessons learned regarding project initiation and start-up, and the importance of quickly assimilating individuals into a Project team well-versed in our methodologies and approaches.

Our management team is well versed with the culture of the State of Iowa and will always walk the extra mile to ensure that we deliver as per your expectations! Rose International provides value to its clients by providing high-level consulting services expected of large companies with strict attention to providing value pricing – not always the lowest cost. Our consultants and technicians are the best available, and our corporate overhead and G&A rates are among the lowest in the world when compared to publicly available data. Additionally, Rose works with our valued partners to compliment our services with their often-unique expertise.

Why Do Business With Rose?

Technology is an ever-changing field. What's hot today is old news tomorrow and if you are not prepared, you will be left behind. That is why Rose International has acquired top solution experts to help lead your organization into the future. Rose's track record of providing innovative solutions to our customers is best reflected in the awards and recognition that we have received over the last eight years. Rose is proud to highlight that many of these are repeat awards and recognition. As a small business, innovation has become second nature to Rose, and it is reflected in our own day to day operations as well as in the way we support each and every one of our customers. Our innovation has allowed us to grow and reach for new milestones each year. In 2003, our efforts were recognized when Rose International received the National SBA Entrepreneurial Success Award from the United States Small Business Administration.



Over the last 12 years, Rose has continued to be recognized for the dedication, support and success we have brought to our clients. Our sustained growth has been dependent on our success evaluating new industry requirements and providing IT services at competitive prices. Below is a list of awards that illustrate abilities and our dedication to our clients.

- 2004 - National Minority Supplier Development Council Regional Supplier of the Year Award.
- 2003 – SBA National Entrepreneurial Success Award
- 2002 - St. Louis Regional Technology Top 50 Awards, ranked 22nd
- 2001 – St. Louis Regional Technology Fast 50, ranked 6th.
- 2001 – Working Woman 500
- 2001 – SBA Small Business Person of the Year, State of Missouri
- 2001 – Working Woman Entrepreneurial Excellence Award, Regional Winner
- 2000 – Deloitte & Touche Technology Fast 500, ranked 90Th
- 2000 – Inc. 500, ranked 21st
- 2000 – St. Louis Regional Technology Fast 50, ranked 1st
- 2000 – St. Louis Post Dispatch Top Woman-Owned Companies, ranked 4th
- 2000 – St. Louis Post Dispatch Top Minority-Owned Companies, ranked 4th
- 2000 – St. Louis Business Journal's Best Places to Work, Honorable Mention - People Development
- 2000 – St. Louis Business Journal's Fastest Growing Private Companies, ranked 19Th
- 2000 – Working Woman 500
- 2000 – Millennia Lite Contract Winner
- 2000 – Asian Enterprise Magazine's Asian Entrepreneur of the Year, High Tech Industry
- 1999 – Deloitte & Touche Technology Fast 500, ranked 26Th
- 1999 – St. Louis Regional Technology Fast 50, ranked 2nd
- 1998 – Deloitte & Touche Technology Fast 500, ranked 48th
- 1998 – St. Louis Regional Technology Fast 50, ranked 2nd
- 1998 – National Minority Supplier Development Council Corporate plus Membership
- 1998 – National Minority Supplier Development Council Supplier of the Year

With Rose, you will get everything you need in one complete package; leading-edge technology, broad-based expertise, practical and customized solutions and of course, results. You will get it all at a reasonable price. We can promise you these things because we put our client and employee needs at the forefront of our minds. With the core values of our company being *Hard Work*, *Honesty* and *Creativity*, we will surpass the expectations of both client and employee.



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Rose International's partnership with PMI

Rose is an authorized PMI Global Registered Education Provider (REP), and a founding member of the PMI Chapter in Jefferson City, Missouri. Rose offers a class for client project managers preparing for PMP certification. Rose Project Managers overseeing outsourced engagements are certified or are in the process of attaining the PMP certification. Rose also provides training to project managers and staff in requirements management, change management, and risk management as part of a trio of core training classes for any outsourced engagement. Managing outsourced projects requires sound project management.

Rose International's approach towards managing client relationship

In this summary, we provide you with a high-level overview of our proposed service, highlighting our strengths in the areas of building strong public private alliances, excellence at providing top-notch resources, proven solution delivery through best practices, a willingness to share in the risks and costs of training, and a commitment to drive down costs for State of Iowa agencies that demonstrates our total commitment to superior client service. Rose is a company with a history of success with governmental agencies. Rose is very committed to our client's success. We work hard to provide the best possible IT talent for the price. Rose International is committed to providing the best value to the State of Iowa. Rose maintains several long-term alliances. Though Rose is a relatively young firm (founded in 1993), we have had continuous contracts with numerous public and private sector clients since 1997 to include U.S. Department of Agriculture, numerous State of Missouri agencies, U.S. Air Force Air Mobility Command, SBC, Anheuser Busch, Maritz, and others. The reason for the longevity in our relationships with these clients is no secret. We work hard, we charge fair prices, we take responsibility, we are respectful of the history and culture of our clients, and we value knowledge transfer and learning. With each employee, we emphasize the qualities of trust and respect, as well as hard work and determination. We know these virtues are vital in winning the trust of our clients.

Rose has historically conducted its business in all sectors including State, Federal and Commercial. As a result, we have successfully provided project personnel who are very familiar with commercial best practices to work as integral parts of government project teams. Rose utilizes the same internal processes between our Government and Commercial Divisions in order to share best practices.

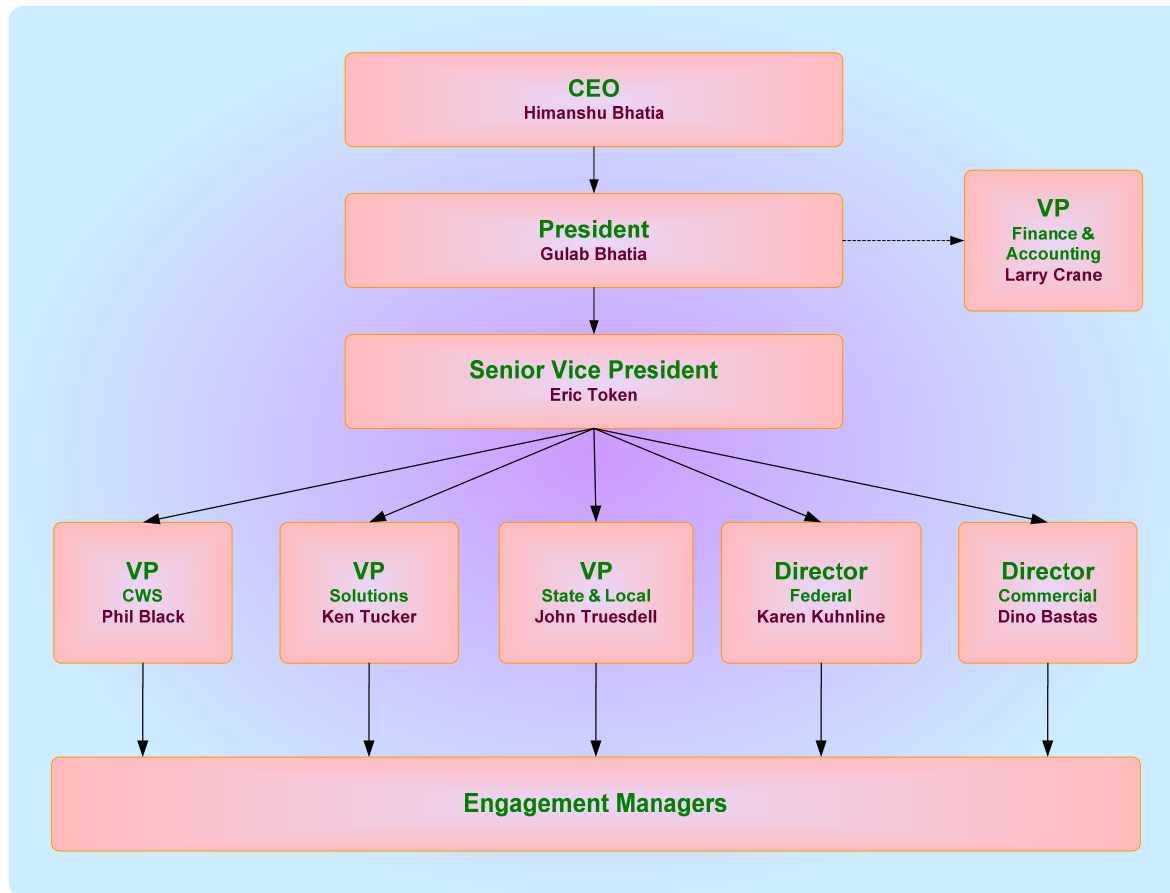
Rose maintains strategic business partnerships aligned with our Government Solution Centers to leverage industry best practices as well as advanced technical expertise on products and project management methodologies. These business partnerships include IBM, CISCO, Microsoft, Internet Security Systems, and Embarcadero with other partnerships targeted in the next year.

Focus on Quality

Rose is focused on providing quality throughout the execution of every contract. Our Project Management Office (PMO) plays a key role in monitoring and introducing best practices across industries and technologies. Rose regularly benchmarks our practices and methodologies, and evolves our best practices as a part of the execution of every project using one of our methodologies. Strategic and Tactical investments are made by Rose to continuously improve quality, cost, and performance. Rose has invested in strategic partnerships and business alliances to facilitate service delivery by practice area. Rose expert groups regularly contribute to improving our standards and methods, and we often invest in development of our own proprietary tools to embody quality.

Rose Organization Structure

The following diagram shows the organization structure of Rose International:



Organization Structure

Himanshu (Sue) Bhatia, Chief Executive Officer

Himanshu Bhatia, CEO, founded Rose International in the spring of 1993. Under Ms. Bhatia's leadership Rose International has received numerous honors and acknowledgments. The company has been recognized nationally as one of the country's top minority-owned businesses by *Minority Business News*; one of the top Asian-Indian owned businesses by the *Indus Business Journal*; and one of the top diversity- and woman-owned businesses by DiversityBusiness.com. Prestigious publications such as *Inc*, *Business Week* and *Working Woman* have also highlighted the achievements of Rose International. Additionally, Ms. Bhatia herself has received many awards, including the U.S. Small Business Administration's 2003 National Entrepreneurial Success Award, and the 2001 Missouri Small Business Person of the Year award. While her responsibilities at Rose occupy most available time, Ms. Bhatia has always found time to give back to the community by serving in several capacities. She continually focuses on ways to develop and promote women entrepreneurs around the world. Examples of such involvement include being a member of the MIS Advisory Board and the MIS Mentoring Program at the University of Missouri, participating as an



SBA Coach, serving on the President's Initiative on Race, acting as a mentor for Women in Technology International (WITI) and serving as a director of the Orange County Purchasing Council.

Ms. Bhatia holds a Bachelor's degree in Architectural Design from SPA, New Delhi, India and a Masters degree in Management Information Systems from the University of Missouri, St Louis.

Gulab Bhatia, President

Gulab Bhatia has been active in the field of software and algorithm development for more than 15 years. He has implemented software systems for the manipulation, analysis and display of image data in machine vision, and 3-D image-processing applications. Mr. Bhatia was previously the Managing Director of Beebcon Engineering Pvt. Ltd., a consulting firm based in New Delhi, India.

He holds Bachelor's degree and Master's degree in Electrical Engineering, as well as a Master's of Business Administration from Washington University's Executive MBA program.

Eric Token, Sr. Vice President – Sales, Marketing & Operations

Eric Token has devoted his entire career to the technology industry. His career began with Electronic Data Systems, where he served in both technical and managerial roles. In 1990, he began working as a consultant to, and ultimately a manager of, IT Application Development at the international brokerage firm of Edward Jones. He came to Rose International in January 1996 and has provided hands-on leadership in developing the organization's sales, operations, human resources and marketing functions.

He holds a Bachelor's degree in Computer Science from the University of Missouri, Columbia, and a Master of Business Administration degree from Saint Louis University.

Phil Black, Vice President – Contingent Workforce Services

Phil Black has worked at Rose since 1996, serving as Technical Project Director, Field Consultant Site Manager, Senior Account Manager, Director of Technical Recruiting and Director of Operations before being promoted to his current position, Vice President - Contingent Workforce Services. He has 16 years of experience as an IT industry professional.

Mr. Black began his career at Clark Refining and marketing where he held increasingly responsible positions in the IT solution division, including Technical Liaison, and was responsible for corporate contract negotiations, project management, implementation of structured methodology, software selection and reengineer automation.

Ken Tucker, Vice President – Solutions

Ken Tucker joined Rose International in 1997, serving as the first Rose Principal - providing high-level consulting for Object-Oriented Development and Software Development Methodologies. He has been involved in numerous full life cycle software development projects, serving as lead analyst, team leader and project manager. Mr. Tucker is well versed in Software Engineering principles, including Object-Oriented and Structured techniques, Component Based Development, Project Management, Process and Data Modeling, Software Selection and the Software Engineering Institute's Capability Maturity Model.



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Mr. Tucker has over 12 years of software development experience within the Department of Defense and Civilian Agency arena. He holds a Bachelor's degree in Philosophy and a Master's degree in Public Administration.

John Truesdell – Vice President, State & Local Government

John Truesdell began his career at Rose in 1996 as our first Rose consultant on State Government assignment. He served as Senior Associate, Site manager, Account manager, Branch manager, and Director - Business Development, before being promoted to his current position as Vice President - State & Local Government.

Mr. Truesdell has over 20 years of experience as an IT solution professional. His technical history includes vast experience in full life cycle application development with 27 different coding languages across desktop, client server, mid-frame, and mainframe platforms. Technical business application experience includes project management, contract negotiations, technical product selection, and business reengineering for the Government, Manufacturing, Insurance, Financial, and Marketing business areas. Mr. Truesdell has acquired in-depth experience in the establishment and servicing of Government Contracts and solutions and currently serves as the General Operations manager for Rose's Jefferson City Branch Office where over 20 government agencies have received successful solutions from Rose Service offerings. He participates in several business and professional organizations such as NASCIO, the Information Technology Coalition, and the Mid-Missouri PMI Chapter.

Dino Bastas – Director Commercial

Dino Bastas joined Rose International in 1998 and has served as an onsite Consultant, Senior Account Manager and Branch Manager before being promoted to his current position, Director – Commercial Division. Prior to Rose he worked for two Chicago based firms where his responsibilities in MIS grew in each company.

Mr. Bastas has over 15 years of IT solutions industry experience specializing in LAN/WAN and Desktop engineering. He holds a Bachelor's Degree in Electronic Engineering Technology

Rose Locations

Rose International has strategically positioned offices around the country so that all of our customers can be easily accommodated. As new customers are earned, we continue to open branches where appropriate. We have performed this type of expansion for other clients, such as SBC and State of Missouri, and have found that this brings valuable personal touch to our customers. It is important to note that we do not force our branches to stand alone. Each office has the back office support of our St. Louis headquarters, allowing the local branch to focus primarily on our customers. For our national accounts, multiple offices are likely to support a single location.



The following table outlines our current list of branch offices and the areas that they cover and support.

Rose Location	Customer Location
United States Of America	
St. Louis, Missouri World Headquarters	Responsible for all accounts across the nation Actively supports work performed in: <ul style="list-style-type: none"> • Missouri • California • Illinois • Texas • West Virginia • Connecticut
Kansas City, Missouri	Responsible for Western Midwest – currently we have 50 consultants working in the Kansas City area. Actively supports: <ul style="list-style-type: none"> • Western Missouri • Kansas • Iowa • Nebraska
Bloomington, Illinois	Rose won the business of a large National Insurance firm and we made a commitment by opening an office in Bloomington.
Chicago, Illinois	Responsible for upper-Midwest Actively supports work performed in: <ul style="list-style-type: none"> • Chicago Metro area • Wisconsin • Michigan • Indiana • Ohio
Jefferson City, Missouri State Government Headquarters	Responsible for all State & Local Government accounts. Actively supports work performed in: <ul style="list-style-type: none"> • Missouri • Kansas • Wisconsin • Arkansas • California • Iowa • Illinois

Irvine, California	<p>Responsible for Southern California area</p> <p>Actively supports work performed in</p> <ul style="list-style-type: none"> • Los Angeles • Nevada • Oregon
San Ramon, California	<p>Responsible for Northern California area</p> <p>Actively supports work performed in</p> <ul style="list-style-type: none"> • San Francisco • Sacramento • Houston
Washington, D.C.	<p>Responsible for Federal accounts</p> <p>Actively supports work performed in:</p> <ul style="list-style-type: none"> • Washington, D.C. • Eastern US

Rose Office Locations

As indicated via our Corporate Plus certification, Rose is able to handle accounts on a national scale. Our seven US offices support work throughout the country as depicted in the following figure.

Rose's Locations



version :01 as on July 2004

Rose Locations



Full Company Name

Rose International, Inc.

Address of the Company's Headquarters

16401 Swingley Ridge Road, Suite 300
Chesterfield, Missouri 63017

Entity Organization

S-Corporation

State in which Contractor is Incorporated or Otherwise Organized to do Business

Missouri

Year in which Contractor first organized to do Business

1993

Whether the Name and Form of the Organization has Changed since First Organized

While the form of the organization has not changed since Rose was first organized, the original name was Rose Imaging, Inc. d.b.a. Rose International. The name was changed in 1999 to simply Rose International, Inc.

Federal Employee Identification Number

43-1634470

DUNS Number

80-304-1466



People Making IT Happen

Summary

Rose International comes to this Invitation to Qualify (ITQ) as a leading minority-woman-owned organization. We recognize the positive aspect of our ownership status, and that it provides an open door for an opportunity such as this Invitation to Qualify (ITQ). We also are a company of professionals who understand that we need to perform once the opportunity comes our way. We have worked very hard over the years to put everything in place to ensure a high level of performance. We are certified by leading quality organizations such as WBENC, NMSDC, and PMI. We have invested in a secure, flexible, and global technology infrastructure and accompanying processes. We have managed ourselves through good and bad economic times with an unrelenting eye toward cost containment and innovation. It is with this backdrop that we feel there is little risk, rather an opportunity for real and immediate value for State of Iowa when making a choice for Rose.

Rose is a Minority and a Woman owned Business Enterprise and has received certifications from WBNEC, St. Louis Minority Business Council, Chicago Minority Business Development Council, Indiana Regional Minority Supplier Development Council, Northern California Supplier Development Council, California Public Utilities Clearinghouse and the Wisconsin Department of Commerce. Rose is also a Corporate Plus member of the NMSDC, the National Minority Development Council. Rose is also an SBA (8a) certified company.